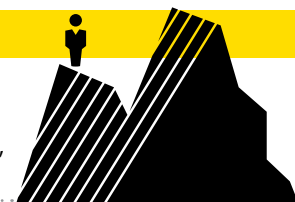


SPOTLIGHT

JULY 2016





SGA Career Track

New Markets Opening & Expanding!

There is a growing need for ambitious leaders. AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an email to: futuresga@aillife.com.

Required Retention Rate

Effective Jan. 1, 2016, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines and is used only during the Producer's first nine months. The rates listed are for *Spotlight* recognition only.

Retention:	71.0%
Net to Gross:	80%

Dates to Remember

eApp business and paper applications subject to the 7 day hold should be uploaded or sent to Home Office by **Wednesday 8/24** before 2:00 p.m. CST. Paper apps excluded from the 7 day hold and PR credits should be sent to Home Office by **Monday 8/29**. eApp business excluded from the 7 day hold should be uploaded by **Wednesday 8/31** before 2:00 p.m. CST to count for **August** production.

\$5,824,591

in total bonuses were paid out this month by AIL and NILICO. For more information on the monthly bonuses, turn to **Page 30-37**.

Correction

In the June issue of *Spotlight* the wrong photo was shown for Mario Chavez who qualified for the Million Dollar Club.



Mario Chavez
Don Foti Agency
Contract Date 12/15/2006
Qualified May of 2016
\$1,000,330 of Net ALP

*** Look for the asterisk!** The asterisks, shown throughout the magazine, indicate that place will be a year-to-date award winner. The Producers, who will be recognized at the 2017 Awards Presentation are: the top SGA from each Category I-VIII based on Performance Factor with 100% minimum, the top two RGAs, the top five MGAs, the top five GAs, the top five SAs, and the top ten Individual Producers, the top two PR Representatives from each category, and the top three PR Managers. View the 2017 Convention Qualifications online at www.aillife.com or www.nilife.com. **Check your production!** If there is an asterisk by your position, you could be on your way to stay at the wonderful Moon Palace Resort in Cancun! The convention will be held May 18-21, 2017.



SPOTLIGHT

www.arc.aillife.com/arc/spotlight
A monthly publication spotlighting top producers of American Income Life and National Income Life

MANAGING EDITOR

Sam Yarbrough / syarbrough@aillife.com

WRITER & COPY EDITOR

Leah Fry / lcry@aillife.com

SENIOR GRAPHIC DESIGNER

Jonathan McGinnis / jpmcginnis@aillife.com

GRAPHIC DESIGNERS

Mikailah Clark / mlclark@aillife.com

Maggie Hill / mmhill@aillife.com

CONTRIBUTORS

Daniel Acton, Robyn Allen, Becky Brown

Krystal Castro, Wendy Copeland

Karen Curtis, Corina Enriquez, Lana Giebe

Angel Henderson, Mary Lampert

Chris Melton, Muñeca Moody-Yanez

Luke Murphy, Pat Nevarez

Christina Pretzman, Tonia Stonum

Andrew Wesolick, Rhonda York

Spotlight is published monthly by American Income Life Insurance Company for the dissemination of information to its Producers. Prior permission must be obtained from American Income for reproduction or other use of material herein.

HOME OFFICE

254-761-6400

WEBSITES

www.aillife.com

www.nilife.com

www.AILLaptopOnDemand.com

www.NILICOLaptopOnDemand.com

www.aillacademy.com

www.mylifeatnilico.com

www.mylifeatnilico.com

SOCIAL MEDIA

[www.twitter.com/AIL_NILICO](https://twitter.com/AIL_NILICO)

www.facebook.com/AIL.NILICO

www.youtube.com/AILifeTV

RECRUITING SUPPORT

www.aillife.com/recruiting



© 2016 by American Income Life Insurance Company



POWER THROUGH IT



Roger Smith

Chief Executive Officer
AIL & NILICO

NEVER UNDERESTIMATE THE POWER OF AN ICE CREAM CONE. — LESLIE TRUEX

GREW UP ENJOYING THE OCEAN breezes of Southern California. Even though I've been in Texas for a long time, I've never quite gotten used to the summers here, where you break a sweat in the time it takes to walk the few steps from the car to the office. It can be a struggle to stay focused and motivated, but true entrepreneurs don't let summer push them off track.

According to Troy Vincent, National Football League Executive Vice President of Football Operations in an *Entrepreneur* article, "It's tempting to take a break, to slow things down in the dog days of summer. Keep working and you'll stay on top of your game." In other words, the article suggests we just "power through it."

It's one thing to say "power through it," but we've got plenty of incentive to help you keep the pedal to the metal this summer.

The Personal Recruiting Double Up Bonus is guaranteed to heat up July and August. Here's the deal: any personal recruit contracted in July and August earns the recruiter double the regular initial bonus. A \$500 bonus becomes \$1,000! A \$250 bonus is now \$500. Do we have your attention? See page 11 for bonus details.

And let's not forget Personal Recruiting Convention credits! The first \$10K of net ALP written by Personal Recruits who become Associates from January 1, 2016 - December 31, 2016 means up to \$10K in net ALP Convention credit applied to the recruiting Agent's 2017 convention qualifications. This is true regardless of whether the Personal Recruit is in the recruiting Agent's hierarchy. There's no limit to the number of Personal Recruits the recruiting Agent can receive credit from during 2016.

Add these additional incentives to our already great Personal Recruiting cash incentives and the levels of recognition available through our Personal Recruiting League of Champions, and you have a pretty sweet deal. It's like adding sprinkles to your triple-scoop ice cream cone!

Remember, as Bo puts it, "Personal Recruits produce twice as much, stay twice as long, and promote twice as many." Truly, everybody wins with Personal Recruiting.

Looking ahead, we are hard at work behind the scenes preparing for the AIL/NILICO National Career Night on Monday, September 12. Folks, this Company-wide event is going to be its own page in the Company history book. What better way to introduce recruits to Opportunity Unlimited and the AIL/NILICO family than an Agency-wide recruiting party?

I'm excited to have everyone from the newest Agents to the most seasoned State General Agent — all hands on deck — participate in National Career Night. To that end, we're putting together a National Career Night kit of support materials designed to help your Agency office's event be a recruiting extravaganza! Be on the lookout for yours.

There's no such thing as summer doldrums at AIL/NILICO! There's too much going on, so don't miss a beat. Crank up the AC, keep your head down, your spirits up, stay on task, stay focused... stay excited! ☺

13 Tips to Stay Motivated in the Dog Days of Summer by Lambeth Hochwald can be found at www.entrepreneur.com/article/224054



★ AGENT TENURE BONUS ★



NO AGENT LEFT BEHIND

JUNE PAYOUT: \$130,250

JUNE QUALIFIERS: 187

Adrain Alfred	\$ 1,000	Wesley VanWinkle	\$ 1,000	Corbin Roberts	\$ 750	Ashley Flood	\$ 500	Deborah Mitchell	\$ 500
Clarissa Armstrong	1,000	Jacob Vargas	1,000	Noor Salah	750	Brandon Foster	500	Kalam Muttalib	500
Stephanie Baker	1,000	Karina Vernon	1,000	Bailey Shuttleworth Cucinelli	750	Samaris Gener	500	Kevin Ness	500
Britni Bishop	1,000	Lindsay Walker	1,000	Brittany Smart	750	Payman Ghaysari	500	Levi Nicolai	500
Noel Bonomi	1,000	Ashlie White	1,000	Justin Smith	750	Scott Golembiewski	500	Erin Noyd	500
Brooklyn Burrell	1,000	Adam Wolcott	1,000	Randall Smith	750	Mariam Hall	500	Brian Obrecht	500
Sierra Chiappolini	1,000	Kerry Zorns	1,000	Temesghen Starr	750	Stephanie Harris	500	Valerie Palmisano	500
Glenda Crump	1,000	Kaylea Adkins	750	Tonya Stringer	750	Tamara Harvey	500	Jason Pittmon	500
Michael DeGiovanni	1,000	Noli Alea	750	Phillip Tenahu	750	Brittany Holtz	500	Patrick Potts	500
Daniel Dobyns	1,000	Steven Augustine	750	Taylor Thomas	750	Ahmed Istiaq	500	Stephen Prescott	500
Abena Edwards	1,000	Denzel Banford	750	Trevor Tollefson	750	Maria Jeanmarie	500	Jimmy Riley	500
Joshua Fox	1,000	Ryan Basile	750	Katie Tu	750	Dylan Johnson	500	Margaret Rivera	500
Mario Frias	1,000	David Bilotti	750	Seth Tuftte	750	Jonathan Johnson	500	Michael Ruggieri	500
Emre Goktas	1,000	Elaine Brooks	750	James Watkins	750	Randall Johnson	500	Andrew Schwartz	500
Chad Hammond	1,000	Charles Carroll	750	Peighton Whaley	750	Stacy Johnson	500	Irene Segreti	500
Scott Hannon	1,000	Ashleigh Clapper	750	Rochelle Whittle	750	Brian Kearney	500	Moona Shehadeh	500
Karima Hartani	1,000	Kanilehua Claus	750	Brandon Whynaucht	750	Alexus King	500	Nathan Simpson	500
Amarillys Haupt	1,000	Jean Cobbs	750	Romona Afamasaga	500	Wioleta Kosowska	500	James Slater	500
Christal Hawthorne	1,000	Mark Diskin	750	Kaili Anderson	500	Tanya Kuzmenko	500	Shane Slone	500
Colin Henry	1,000	Dwight Dube	750	Evan Angers	500	Jennifer Larrison	500	Jessica D Smith	500
Glen Henry	1,000	Barry Eberhardt	750	Nico Baldelli	500	Rachel Lively	500	Kelly Stephens	500
Evelyn Howell	1,000	Ryan Fogel	750	Timothy Barry	500	Tyler Mabry	500	Candice Stuckey	500
Sophony Jorvelus	1,000	Daniel Foore	750	Lukas Bohlander	500	Sarah Madro	500	Keenan Taylor	500
John Lamere	1,000	Kailey Gillen	750	Michael Bolda	500	Ashley Mathis	500	Alan Teigen	500
Auston Mavrak	1,000	Daisy Grimes	750	James Bolyard	500	Taryn McArthur	500	Ryan Thomas	500
Aaron McEntire	1,000	Jean Guillory	750	Vanina Bonanno	500	Clayton McCaw	500	Brandi Tippe	500
Daniel McKibbin	1,000	Adam Hanna	750	Nathan Brenneeman	500	Eric McKee	500	Blake Tomblin	500
Mia Montgomery	1,000	Muhammed Hassen	750	Miranda Campbell	500	Sunnie McRee	500	Danielle Tucci	500
Taylor Natale	1,000	Megan Johnson	750	Miranda Campbell	500	Oscar Cardoza	500	Farris Tyab	500
Stuart Pagan	1,000	Robert Kupcha	750	Thaddeus Cardwell	500	Yamid Mendoza Sanchez	500	Kristina Waldman	500
Meghan Penberg	1,000	Daniel Lahood	750	Caitlin Carlson	500	Matthew J Miller	500	Heather Whitmore	500
Adam Peters	1,000	Dennis Lovett	750	Nnamdi Chikezie	500	Steven Misiano	500	Heather Williams	500
Nathaniel Richards	1,000	April Manals	750	Easton Christensen	500				
Bradley Smith	1,000	Orlando Mayorga	750	Kyle Church	500				
Lyubomyr Stefanushyn	1,000	Jesse Medina Nunez	750	Danielle Dhaiti	500				
Rebecca Stern	1,000	Dario Messina	750	Michal Dobrik	500				
Kyra Stone	1,000	Freddie Donaldson	750	Funmilola Elumade	500				
Julieth Tellez	1,000	Brooklyn Mims	750	Matthew Erickson	500				
Pascal Theriault	1,000	Phillip Munsey	750	Barush Escamilla	500				
Ryan Trimble	1,000	Ryan Ohm	750	Issac Estrada	500				
Ryan Vannoy	1,000	Diana Prieto Bonilla	750						

Eligibility must occur in the 4th, 5th or 6th month of tenure. Tenure month is determined by agent's contract date (first application date) with the Company. Hire/code month is Month One and based on date in the system. Contract month counts as a full month of tenure regardless of whether agent codes on the first day of the month or last day of the month. Agent must have minimum of 84% Net-to-Gross in month 4 - 6. Qualifications and guidelines are on the ARC.

How much do you know about the famous people who grace our 2016 *IMPACT* theme graphics?

What *IMPACT* did they make and how does that relate to our ability as individuals and collectively to make an *IMPACT*?



ANNA ELEANOR ROOSEVELT (1884-1962)

She was the longest-serving First Lady (1933-1945), and is well-known for assuming many of her husband Franklin's duties when he was unable to perform them due to his polio. But she also had her own convictions and was a vocal supporter of civil rights and the rights of women. Her activism in politics forever changed the role of first ladies.



Had an unhappy childhood and considered herself an ugly duckling.



Her uncle, then President Theodore Roosevelt, gave her away at her wedding (her parents died when she was a child).



Worked with the Women's Trade Union League for the establishment of a 48-hour work week, minimum wage, and the abolition of child labor.



Was the first presidential spouse to hold press conferences, write a syndicated newspaper column, and speak at a national convention.



Banned male reporters from attending her press conferences, effectively forcing newspapers to keep female reporters on staff in order to cover them.



Pressed the US to join and support the United Nations and became its first delegate.



Food for Thought:
"When you cease to make a contribution, you begin to die."

— Eleanor Roosevelt

ANNIVERSARIES

NEW LAPTOP DIRECTOR



Kevin Holtz
July 1

After a 5-year stint in the healthcare industry as an LPN, Kevin was personally recruited by Mike Vasu to the Surace-Smith office in 2007. He is excited about his new role, which “allows me to have a big impact on different agencies.” He will play a major role assisting with the rollout of the IMPACT software. He says working among some of the greats — Jim and Marcus, Simon Arias, Mat and Zach Hart, James Cunningham, Jamison Weatherspoon and, of course, Mike — laid the foundation for his success. Kevin, wife Nancy and 4½-year-old twin daughters Abbie and Allie live in Strongsville, Ohio.

39 YEARS OF SERVICE

David Cohen, SGA

31 YEARS OF SERVICE

Lou Nell Busby, PR

22 YEARS OF SERVICE

Tim Cruise, AGT

19 YEARS OF SERVICE

Slav Bitman, SGA

17 YEARS OF SERVICE

Barbara Leader, AGT

15 YEARS OF SERVICE

Denise Gilbert, PR

LaTonya Tucker, AGT

13 YEARS OF SERVICE

David Ackerman, SGA

Max Quasem, AGT

Rodney Ward, MGA

12 YEARS OF SERVICE

Norman Lew, AGT

Beth Snow, AGT

Thomas VanOsdol, AGT

11 YEARS OF SERVICE

Michael Mandella, SGA

Travis Moody, SGA

Jesse Wise, AGT

10 YEARS OF SERVICE

Ricardo Garavito, SA

Allan Shapiro, AGT

Paul Smoley, AGT

Natalie Soboleva, AGT

9 YEARS OF SERVICE

I-Perfection Harris, RGA

Anthony Theriault, MGA

8 YEARS OF SERVICE

Jason Bratin, MGA

Tony Geer, AGT

Linda White, GA

7 YEARS OF SERVICE

Niurka de Armas-Duran, AGT

Jonathan Emura, RGA

DeAnthony Hartman, GA

Peter Hudousek, AGT

Henry Ingraham, AGT

Elizabeth Lo, AGT

Candice Rezzo, SA

Crystal Senour, PR

Michael C Williams, MGA

6 YEARS OF SERVICE

Carly Ferraro, AGT

Kyle Johnson, SGA

Nicholas Moore, MGA

5 YEARS OF SERVICE

Harold Durana, RGA

Charles Ferrari, MGA

Liam Flaherty, GA

Sean Grant, AGT

Shauna Hannemann, AGT

David Hefflin, SA

Amie McCracken, MGA

Zach Otto, MGA

Jesusdieu Portilus, AGT

Noel Rose, MGA

Richard Whyte, MGA

Timothy Wilson, MGA

4 YEARS OF SERVICE

Musediq Abdul, AGT

Graham Carter, GA

Devon Chapman, MGA

Travis Daniels, PR

Fariba Darvishzadeh, AGT

Corey Hallam, MGA

Sean Hansen, RGA

Alta Herpel, MGA

Slavita Hut, MGA

Cherie Mohn, AGT

Corey Moore, GA

Jonni Ng, RGA

Thomas Reddoch, AGT

Samer Saati, RGA

Soonalote Taogaga, GA

Zathia Zarza, GA

3 YEARS OF SERVICE

Katelyn Anderson, AGT

Jaime Baez, AGT

Amy Baird, MGA

Sultan Deckard, AGT

Glenn Hampton, AGT

Diane Ishee, MGA

Min Jiang, GA

Bryan Juskiw, GA

Isaiah Justice, SA

Brandon MacDonald, RGA

Kelly Matthews, AGT

Rafi Nawabi, AGT

Raymond Nichols, AGT

Oleg Novitchii, GA

Chelsie Otto, MGA

Leonard Paschke, SA

Ernest Powell, MGA

Joshua Rauser, RGA

Nasser Rezaei, AGT

Darrin Roberts, GA

Sidney Rodgers, SA

Jamie Schulz, GA

Evron Simon, GA

Michael Stuver, GA

Brett Van Effen, AGT

Kaleiokamaile Viena, SA

Tyler Worstell, GA

2 YEARS OF SERVICE

Michael Ashton, AGT

Ralph Beard, PR

Michael Bell, SA

Anse Blake, AGT

Marco Camire, MGA

Ranjana Chopra, GA

Sean Conway, GA

Dianne Dedick, AGT

Laura Dennee, AGT

Justin Diaz, GA

Jasmin Gallaga, GA

Lee Galtman, AGT

Jose Garcia, SA

Kashala Guiden, AGT

Kimberly Hamilton, GA

Sierra Healy, GA

Simone Hunter, GA

Ayrlahn Johnson, MGA

Jonathan Kinnard, MGA

Gretchen Lasser, AGT

Clayton Bonner, MGA

Bryant Logan, GA

John Lucas, SA

Thomas Lypps, GA

Suzette Mangol, SA

Noah Miller, AGT

Alaa Mohamed Khalil, AGT

Toni Mussara, SA

Juan Nunez, AGT

Britany Pariente, MGA

Alexis Pineiro, SA

Deana Plaster, MGA

Levi Porto, MGA

Connor Purington, GA

Austin W Smith, AGT

Sara Rios Pacheco, AGT

Andrew Siebert, SA

Robin Sloan, GA

Austin W Smith, AGT

Demmerick Stevenson, AGT

Heulett Suggs, GA

George Taramas, GA

Robert Ward, AGT

Jaclyn West, SA

Wanda Williams, GA

1 YEAR OF SERVICE

Larry Alexander, AGT

David Anderson, AGT

Gabriela Becerra, AGT

Christina Tomasi, AGT

Ryan Beuc, GA

Mark Bieh, SA

Emma Bingham, AGT

Clayton Bonner, MGA

Jennifer Brady, SA

Nathan Brady, SA

Amanda Bryan, SA

Kellen Buckman, AGT

Anthony Burke, AGT

Brian Cabral, AGT

Jacob Carlson, SA

Rhiannon Cheeks, MGA

Daniel Clemons, MGA

Michael Clower, SA

Christian Cook, SA

Zaneisha Countryman, SA

Steven Counts, SA

Jennifer Cruz, SA

Brittany Curry-Jack, AGT

Kareem Davis, AGT

Sandra Diaz, SA

Sean Douglas, SA

Richard Drew, AGT

Pawel Drozdz, AGT

Aidilma Ferreira, MGA

Jaclyn Finafrock, SA

Vaikona Finau, SA

Shela Fuquay, SA

Desarae Freeman, SA

Ivoni Fuimano, SA

Sanyo Galloway, SA

Joshua Garrison, SA

Daniel Gelino, AGT

Angela Gregory, SA

Patrycja Grudzinska, SA

Alexis Gudino, AGT

Steve Hartman, GA

Ryan Hernandez, SA

Bryan Hip-Kam, SA

Kasi Hobbs, GA

Marques Holmes, SA

John Jefferson, SA

Darrellynn Jennings, AGT

Angel Johnson, SA

Brandon Johnson, SA

Ryan Jones, AGT

Nathalie Kanzki, GA

Jordan Keith, SA

Marianna Kmit, AGT

Michael Lacerda, AGT

Karen Lamey, SA

Darren Lawhon, SA

Edmund Leddy, AGT

Mireya Lopez, SA

Rochelle Lugo, SA

Brian MacDonald, AGT

Marysa Maggio, GA

Andre McCallum, MGA

Brian McDonald, AGT

Shane McGregor, GA

Brian Melvin, SA

Lilly Mendiola, SA

Rachel Mesnard, SA

Douglas Miura, AGT

Ashraf Nashed, AGT

Taylor Nathaniel, GA

Michael Nelson, AGT

Anthony Norris, SA

Anita O'Brien, SA

John O'Neal, AGT

Shiv Patel, AGT

Robert Pawlewicz, AGT

Tupou Pittams, AGT

Todd Powers, AGT

Avery Prince, AGT

Anita Przybylowicz, SA

Ronriquez Ragland, SA

Andre Ramsey, AGT

Pamela Randle, GA

Charles Reid, AGT

Mattie Ross, AGT

Daniel Rota, AGT

Tyler Rowsey, AGT

Asner Saintima, AGT

Raymond Scott, AGT

Connor Seemann, AGT

Rebecca Sheffer, AGT

Shelbi Sofranko, AGT

Frank Stahmer, SA

Cameron Stanley, SA

Michael Steimle, SA

Shannon Stewart, SA

Michael Swenson, AGT

Shaan Tariq, AGT

Brynna Tebbe, AGT

Rudolph Townsend, GA

Kylee Traffie, SA

Christopher Tricarico, SA

Samiuela Vaea, AGT

Suleika Vasquez, AGT

Jamond Veals, MGA

Mahdi Wade, AGT

Diyez Washington, SA

Kimberly West, SA

Dylan White, GA

Jesse Wilson, SA

Gregory Wingerter, AGT

Bradley Wu, SA

Samuel Wyco, AGT

Orey Yates, SA

Austin Yeoman, AGT

Clayton Zehring, SA

Gerald Zimmer, AGT

PROMOTIONS

PR DIRECTOR PROMOTION



Jackie Lowe
July 6

Congratulations to Jacqueline Lowe on her promotion to PR Director for Canada. Jacqueline first joined AIL's Canadian PR Team in April of 2007. She was later promoted to PR Manager in July of 2013 and has done a wonderful job leading her Team. “Jackie will be a tremendous addition to our PR Director team, and I anticipate the phenomenal growth we are experiencing in Canada to continue under her leadership.”



SEIZING THE MOMENT



Susan Fuldauer
Vice President of
Public Relations Field Operations

SEIZE THE MOMENT...DON'T LET THE OPPORTUNITY PASS YOU BY...GRAB THE BRASS RING. You've undoubtedly heard these sayings a million times. Okay, maybe that's an exaggeration, but I'm confident you've heard these more than a couple of times. What is the meaning behind these calls to action?

Author and speaker Jon Gordon (*The Energy Bus*) talks about seizing the moment. He says, "The best seize the moment because they don't allow their fear of failure to define them. When the best are in the midst of their performance, they are not thinking 'What if I win?' or 'What if I lose?'" They are not thinking "What if I make a mistake or fail?" The best are focused solely on the moment. They are one with the moment."

He goes on to say, "To seize the moment, don't let your failure define you; let it fuel you. Let it push you into the moment and beyond yourself. Let it inspire you to live and work each day as though it was your last. Don't focus on the past, and don't look to the future. Focus on the now. Success, rewards, accolades, fame, and fortune are merely byproducts for those who are able to seize the moment — not those who look beyond it. Ironically, to enjoy success you must not focus on it. Rather, you must focus on the process that produces success."

I would venture to say that all of us have had days that we wish we could do it over and have a different result, whether it was an appointment with a family in the home that didn't go as you had planned or a membership meeting that was a disaster. However, dwelling on the past and those less than positive experiences can make it difficult to move on.

Yet, if you don't move on, how will you become better for having had the experience? Learn from past mistakes, own those mistakes and move on. Seizing the moment allows you to be opportunistic and take advantage of oth-

er opportunities presented to you. You can enjoy and grab hold of today and take actions today that will create your future.

We have moments of opportunity every day to do better than we did yesterday, to create a better future for so many people. Whether it's a visit made to a family's home or stopping the car to get out and talk with strikers on the picket line, we can seize upon today's moments and focus on the needs and issues in that moment. We can make a difference in our personal success and future as well as in the future financial security of that family. We can make a difference with the hope and support we share with those workers who grabbed their own moment, their opportunity to create a better future by taking a stand.

The next family you visit or the next opportunity you have to advocate for a change, remember to seize that moment. Be present and focused. You may not fully succeed as planned, but the reward of seizing the moment's opportunity is having your actions create lasting impact, and with that comes success. ☘

Q2 PR CONTRIBUTIONS

- A. Philip Randolph Institute**
- Alameda Labor Council** — Ad
- Alberta Building Trades** — Hole Sponsor for Charity Golf Tournament
- Alberta Federation Of Labour** — Dave Barrett Scholarship
- Assoc of Wisconsin Snowmobile Clubs** — Scholarship
- ATU 241** — Event Sponsorship
- Broward County AFL-CIO** — Labor Day Dinner Dance & Ad
- BSOIW 721** — Bronze Sponsor for Jennifer Ashleigh Children's Charity Golf Tournament
- Building & Construction Trades** — Women Build Nations Conference, Labor of Love Sponsorship & Ad
- CA State Building and Construction Trades Council** — Birdie Sponsor for Roger Hamilton Memorial Golf Tournament
- California Labor Federation** — Convention
- DC Laborfest**
- Central Ontario Building Trades** — Let's Build Canada
- Child Find BC** — Michael Dunahee Slo-Pitch Tournament of Hope
- City University of New York** — Murphy Institute Scholarship Fund
- Coalition of Black Trade Unionists** — Convention
- Coalition of Organized Labor** — Hole Sponsor for The Obie Invitational Golf Classic
- Colorado AFL-CIO** — Bronze Sponsorship for COPE Convention
- Contra Costa Building and Construction Trades Council** — Luncheon Sponsorship
- Contra Costa County CLC** — Labor to Labor Dinner & Ad
- CWA** — Leadership Conference
- CWA 9423** — Education Fund Donation
- CWA District 7** — Conference
- CWA/IBEW** — Unite & Solidarity Funds in Support of the Verizon Workers Strike
- Dallas AFL-CIO Central Labor Council** — Matching Funds Grant Donation
- DC Friends of Ireland Charitable Fund** — Irish Festival & Ad
- DNC Convention** — Ad
- Economic Policy Institute**
- Fred's Footsteps** — Charitable Organization Donation
- GCC/IBT** — Convention
- Greater Boston Labor Council** — Salt of the Earth Awards
- Hawaii State AFL-CIO** — Scholarship
- HGEA AFSCME 152** — Hole Sponsor for Charles R. Kendall Scholarship Golf Tournament & Convention
- IAMAW** — Dave Ritchie Retirement Dinner
- IBEW 702** — Golf Outing All-Star Sponsorship
- IBEW National** — Scholarship
- IBT 135** — Scholarship
- IBT 294** — Hole Sponsor for Teamsters Care Charity Golf Outing & Ad
- IBT 317** — Tee & Green Golf Tournament Sponsorships
- IBT 362** — Hole Sponsor for Charity Golf Tournament
- IBT 601** — Scholarship
- IBT 630** — Picnic Sponsorship
- IBT 639** — Phillip Feaster Memorial Golf Outing
- IBT 89** — Scholarship
- Illinois State AFL-CIO** — Convention
- Institute For Construction Economic Research**
- International Brotherhood of Boilermakers** — Convention
- IUEC Charity Cruise** — Ad
- IUOE 3** — Bronze Sponsor for Legislative Labor Business Golf Tournament & Silver Sponsor for Utah Charity Golf Tournament
- IUOE 882** — Scholarship
- IUPAT** — PATCH Golf Tournament
- Jobs with Justice** — Spring Celebration Goal
- Labor Council for Latin American Advancement (LCLAA)** — Convention & Ad
- Labor Press** — Leadership Awards Dinner
- LIUNA 300** — Dinner & Ad
- LIUNA 341** — A.J. "Bear" Piekarski Scholarship Fund Golf Tournament
- LIUNA Charitable Foundation Donation**
- Los Angeles Alliance for a New Economy (LAANE)**
- Los Angeles/Orange Counties Building & Construction Trades Council** — Ad
- Manitoba Building Trades** — Charity for Kids Golf Tournament
- Massachusetts AFL-CIO** — Scholarship
- Metropolitan Detroit AFL-CIO** — Golf Tournament
- National Teamsters Hispanic Caucus** — Convention
- New Brunswick Building Trades and Construction Council** — Golf Tournament
- New Brunswick Federation of Labour** — General Donation & Scholarship
- New Jersey Building & Construction Trade Council** — Convention
- New Jersey State AFL-CIO** — Legislative Conference & Ad
- New York Credit Union Association** — Convention
- New York State AFL-CIO** — Constitutional Convention & Day at the Races Event
- North Central States Regional Council of Carpenters** — Scholarship
- Northwest Ohio Labor Fest Inc**
- Nova Scotia Federation of Labour** — Leo F. McKay Bursary
- OH Patrolmen's Benevolent Association** — Golf Sponsorship
- Ontario Federation of Labour** — Convention
- Ontario Teamsters Joint Council 52** — Invitational Golf Tournament
- Orange County CLC** — Solidarity Awards Dinner & Ad
- Rochester Chapter of the New York Credit Union Association** — Scholarship Golf Outing
- Rochester-Genesee Valley Area Labor Federation** — Labor Film Series
- Sacramento Central Labor Council, AFL-CIO** — Salute to Labor Awards Dinner & Ad
- Saskatchewan Building Trades** — Dad's Day Golf Tournament
- SEIU** — Colorado Families for a Fair Wage
- SEIU 1** — Scholarship
- SEIU 721 Member & Family Support Fund** — Donation for San Bernardino Shooting Victims
- SEIU 73** — Raffle Prize Donation
- SMW 30** — Hole Sponsor for Golf Classic
- South Florida AFL-CIO** — Solidarity Dinner
- Sweet Home FCU** — Golf Tournament
- Tavern League of WI** — Fall Convention & Trade Show
- Teamsters Joint Council 73** — Breakfast Sponsorship
- Teamsters National Black Caucus Conference** — Banquet & Ad
- Texas Police Association** — Training Conference Donation
- The Bailey Williams Empowerment Center**
- The Rochester Building and Construction Trade Council** — Sunshine Kids Campus Events
- The Texas Observer** — Independent Public Interest Journalism
- UFCW 1059** — Scholarship
- UFCW 1360** — Scholarship Fund & Leukemia Charity Golf Outing
- UFCW 1400** — Leukemia Bashers Golf Tournament
- UFCW 1445** — Scholarship
- UFCW 1529** — Leon's Charitable Golf Tournament
- UFCW 175 & 633** — Scholarship
- UFCW 328** — Charitable Foundation Golf Tournament
- UFCW 555** — Northwest Hope Foundation Golf Classic
- UFCW 700** — Leukemia/Scholarship Golf Outing
- UFCW 99** — Charity Golf Classic
- UFCW Canada** — Leukemia Golf Classic
- UFCW Local 1** — The One Charity Golf Classic
- UFCW Western States Council** — Bronze Sponsor for the Western States Person of the Year
- UNIFOR** — Charity Golf Classic
- UNIFOR 444** — Charles Brooks Golf Tournament
- USW 4-9** — Convention
- Utah AFL-CIO** — Community Services Golf Tournament
- Winnipeg Labour Council** — Labour Day Picnic

Contributions listed are from April to June

WHAT'S IN **YOUR**

PERSONAL RECRUITING



T O O L B O X ?



Bo Gentile

Senior Vice President
of Recruiting

GIVE US THE TOOLS, AND WE WILL FINISH THE JOB. – WINSTON CHURCHILL

IT'S GRATIFYING TO SEE JUST HOW Personal Recruiting is gaining momentum throughout the agency force, and the number of new agents adding to that momentum. In addition, we're gearing up for the AIL/NILICO National Career Night Personal Recruiting event on September 12.

What better time to review all the Personal Recruiting tools at your disposal, so you can maximize *Opportunity Unlimited*?

DOUBLE UP BONUS – For the months of July and August, any Personal Recruit that you bring in who becomes a new associate, AIL/NILICO will **DOUBLE** the \$500/\$250 amounts to \$1000/\$500. Remember, Personal Recruits produce twice as much, stay twice as long, promote twice as many — so it's fitting that the two-month contest is called "Double Up."

(See page 11)

PERSONAL RECRUITING LEAGUE OF CHAMPIONS – This is one of the best recognition programs ever created by AIL/NILICO. You are rewarded at every level by bigger and better prizes. I just had the pleasure of sending out the first of the travel vouchers to the Platinum Level trip winners!

TMK PERSONAL RECRUITING AWARDS – If you are the best-of-the-best Personal Recruiter among all the Torchmark Subsidiaries, you can take home the big bucks — \$20,000 — and all the glory!



PERSONAL RECRUITING APP CARD – We've already had to re-order the popular Personal Recruiting App card. This card is a unique tool that gives the recruit a specific place to get important Company information.

The card is unique in that its shape and style look just like the app on their phone.

LEADERSHIP ACADEMY – No matter what seminar you attend, you will get a feel for how important Personal Recruiting is to building your teams. Whether you're a SA looking for your first agent or an MGA looking to build a new satellite office, Personal Recruiting ensures that you build it faster with longer tenure and bigger production than a recruit from a resume. We have even changed the Contest in the LA seminars to be 100% based around Personal Recruiting to help drive this point home. So far, the contests have delivered more in both new associates and production, which we know will lead to longer tenure promoted agents, which starts the cycle all over again and ensures growth in your agency.

Take an inventory of your **PERSONAL RECRUITING TOOL BOX** to make sure that you are maximizing everything AIL/NILICO has provided to ensure that you can finish the job of building a strong team through Personal Recruiting.

Remember, Personal Recruiting belongs to us all; anyone can reap the rewards associated with bringing others to *Opportunity Unlimited*. 🍷



JULY & AUGUST PERSONAL RECRUITING HIRES* DOUBLE UP BONUS

Any Personal Recruit that your Agents or Managers hire* in July and August, the Personal Recruiter will receive **DOUBLE the initial bonus upon contract!**

**\$250 is now \$500
\$500 is now \$1,000**

The 5% income stream remains the same

- All Personal Recruit forms submitted for prospective agents with hire* dates from July 1 – August 31 will count for the contest
- The Personal Recruit needs to have their contract activated by the end of the 3rd quarter
- Personal recruit confirmation forms must be submitted before September EOM for qualification
- The extra bonus amounts will be paid to the Personal Recruiters monthly

*Hire date is the date the potential independent contractor is added to your pipeline

PERSONAL RECRUITING

Personal Recruiting provides opportunity for all Agents to earn an **additional monthly income stream** above and beyond regular recruiting efforts performed by Managing Agents!

TOP PERSONAL RECRUITING PAYOUTS* JUNE

TOP PERSONAL RECRUITING AGENTS** JUNE

TOTAL PAYOUT: \$315,095 TOTAL QUALIFIERS: 740

TOTAL PERSONAL RECRUITERS: 373 TOTAL PERSONAL RECRUITS: 442



Joshua Dishong
\$5,630
Zachary Hart



Andy Sertler
\$3,535
Sabrina Lloyd



Patrycja Grudzinska
\$3,190
Sabrina Lloyd



Adam Chesney
\$3,063
Zachary Hart



Ransey Vazquez
\$2,995
Bob Olson



Ransey Vazquez
6 Recruits
Bob Olson



Andy Sertler
4 Recruits
Sabrina Lloyd



Samuel Montgomery
4 Recruits
Simon Arias



Patrycja Grudzinska
3 Recruits
Sabrina Lloyd



Michael Russin
3 Recruits
Simon Arias

NAME	TOTAL	NAME	TOTAL	NAME	TOTAL	NAME	TOTAL	NAME	TOTAL
Joshua Dishong	\$ 5,630	Alifonzo Garcia	\$ 1,041	Jeffery Thiel	\$ 739	Jordan Wall	\$ 629	Rebecca Sheffer	\$ 556
Andy Sertler	3,535	Mark Dushaj	1,020	Jereka Taylor	737	Shane McGregor	627	Cally Timm	555
Patrycja Grudzinska	3,190	Maria Samano-Villagomez	1,004	Randall Green	733	Maryna Yatskiv	627	Christopher Tricarico	555
Adam Chesney	3,063	Kevin Holtz	1,000	Sandra Shorey	729	Luwanna Sprague-Fullmer	626	Brooke Bogs	553
Ransey Vazquez	2,995	Esmeralda Villa	982	Laura Bayless	728	Marmir Alea	625	Joseph Milani	551
Andrew Wagner	2,295	Joel Nunez	961	Zachary Hansen	727	Cristian Mata Penagos	623	John Yates	550
Matthew Pengtakoon	2,215	Colin Quigley	952	Alberto Alcala	723	Joshua Rauser	620	Phillip Munsey	549
Andre McCallum	2,163	Britton Costa	931	Maxene Etienne	723	Brandon Elliott	620	Craig Ebinger	543
Martyna Duda-Pasieka	2,161	Laaina Havea	928	Tyler Ray	720	Manuel Diaz	616	Geddes Robinson	542
Robert Kanaan	1,860	Svyatoslav Stefanynshyn	927	Alma Lozano	707	Steve Mersan	615	Sophia Mayo	541
Joshua Rush	1,755	London Burnett	900	Alex Torruella	704	James Walsh	614	Sheena DeRocker	540
Marc Salvaggi	1,753	Jennifer Bettis	880	Ashley Wenning	702	Luz Rodriguez	610	Brian Murray	535
Christopher Gray	1,644	Richard Whyte	870	Katie Drake-Cook	698	Rodney Ward	605	Adrianna Jones	534
James Halderman	1,565	James Parker	869	Wendy Truong	697	Matthew Miller	600	Joseph Corwin	530
Ofa Tupouniua	1,560	John Conard	852	Julie Thelz	697	Ernest Powell	599	Harold Durana	528
Derek Pratt	1,556	Joseph McCallister	850	Stephanie Kell	693	Matthew Koleszar	599	Johnny Ramos	528
Michael Russin	1,510	Victor Agurto	840	Lesina Ah Sue	692	Ahmad Manson	597	Marcus Piccirilli	524
Aaron McLean	1,496	Zachery Kertulis	837	Oscar Cardoza	689	Daneene Rusnak	596	Carmen Franklin	523
Kassandra Perez	1,408	Derek Foore	835	Joshua Barbee	683	Juan Torres	594	Toni Mussara	522
Luis Miranda	1,369	Ivona Mocek	834	Kirsten McKee	683	Renee Cunningham	594	Megan Johnson	520
Jonathan Frigola	1,368	Lucky Boston	833	Anemone Bennett	680	Aulani Pang	590	Steven Stensrud	519
Bryant Rayford	1,350	Timothy Penso	828	David Stoll	680	Gretchen Crady	589	Brenda Fox	518
Marysa Maggio	1,328	Aaron McEntire	819	Daniel Souza	676	Adam Hanna	589	Kellide Coffelt	517
Samuel Montgomery	1,320	Michael Stuver	816	Joy Vann-Austin	674	Martin Galindo	587	Tori Murakami	516
Stephanie Lovins	1,295	Marian Sertler	814	Jonathan Palacios	674	Daisy Grimes	582	Kade Beck	515
Meaghan Kehl	1,288	Jonathan Jones	812	Taylor Thomas	664	Michele Meade	580	Raul Rojas	514
Corey Helly	1,251	Zach Otto	810	Johana Fartouh	663	Payton O'Brien	577	Kristopher Storm	512
Rodrick Hahn	1,246	Ryann McPike	806	Nina Blackmon	660	Carol Campbell	577	George O'Shea	511
Heather Gunter	1,229	Antonio Reyes	805	Matthew Kurey	658	Robert Johnson	574	Emanuelle Gladney	510
Jonathan Boyd	1,212	Jonathan Black	796	Chelsey Holley	658	Alexis Gudino	574	Omar Torres	509
LaTasha Boyd	1,210	Andres Liranzo	793	Tyler Mabry	656	Clayton Bonner	572	Brian MacDonald	507
Shai Mate	1,210	Patrick Rieger	787	Tara Yancik	656	Daphne Williams	571	Ashley Rust	506
Peter Davis	1,205	Ryan Hillman	784	Sean Thornmann	654	Latonya Vardaman	571	Jennifer Bright	506
Matthew Parks	1,140	Michael Cirelli	783	William Tompkins	654	Adem Abdula	570	Farah Jackson	505
AshLynn Orng	1,113	Eric Thompson	776	Riaz Rahman	650	Lauren Mezeul	569	Dario Messina	501
Waleah Salah	1,111	Cleopatra Sola	769	Dan Parker	648	Kathryn Meksavanh	568	Sanyo Galloway	501
Jacob Carlson	1,111	Theresa Tran	767	Tyler McKnight	647	Preston Smith	567	Dustin Dunbar	501
Benjamin Chertok	1,092	Edy Haddad	765	Mark Cotton	647	Lori Dacyk	567	Bilal Farsakh	500
Quewandra Daniel	1,086	Dillon Goldman	761	Roman Vinyarskyy	645	Thomas Vena	562	Angela Dickens	500
Max Nozek	1,084	Austin A Smith	760	James Jones	644	Tessie Miya	561	David Douglas	500
Bret Hamlin	1,081	Jill Hillier	756	Erica Vaccaro Alexander	644	Debra Small	560	Mario Esquivel	500
Amanda Hardy	1,061	Marjorie Gloria	750	Jameetri Washington	639	Nicholas Yang	559	Mary Thompson	500
Carrieann Turcotte	1,059	Robert Reams	750	Kimberly Hamilton	637	Elena Protsenko	558		
Dalila Landeros	1,049	Monika Michniak	744	Badr Elkousy	636	Emmanuel Fedna	557		
Mia Mitchell	1,044	Hector Mendez	741	Gordon Biggums	632	Breanna Leadbeater	557		

NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS
Ransey Vazquez	6	Anemone Bennett	2	Zachary Hansen	2	John M McGrath	2	Darrin Roberts	2
Andy Sertler	4	Jennifer Bettis	2	Corey Helly	2	Shane McGregor	2	Nicholas Scordos	2
Samuel Montgomery	4	Jonathan Black	2	Ryan Hillman	2	Ryann McPike	2	Eric Snyder	2
Patrycja Grudzinska	3	Jonathan Boyd	2	Robert Kanaan	2	Tessie Miya	2	Kristopher Storm	2
Michael Russin	3	Benjamin Chertok	2	Nedal Kawash	2	Tori Murakami	2	Taylor Thomas	2
Rodrick Hahn	3	Britton Costa	2	Meaghan Kehl	2	Todd Onstott	2	Trevor Tollefson	2
Quewandra Daniel	3	Manuel Diaz	2	Zachery Kertulis	2	Matthew Parks	2	Constance Tuiteleleapaga	2
Alifonzo Garcia	3	Mark Dushaj	2	Pedro Lemos	2	Timothy Penso	2	Ofa Tupouniua	2
Marjorie Gloria	3	Anthony Estes	2	Breanna Levy	2	Derek Pratt	2	Carrieann Turcotte	2
Adem Abdula	3	Johana Fartouh	2	Stephanie Lovins	2	Tyler Ray	2	Jameetri Washington	2
Lesina Ah Sue	2	James Halderman	2	Joseph McCallister	2	Antonio Reyes	2		

LEAGUE OF CHAMPIONS MEMBERS

— By Number of Eligible Personal Recruits*

 Andy Sertler Sabrina Lloyd 25 Recruits Platinum	 Jonathan Boyd Simon Arias 6 Recruits Bronze	 Patrycja Grudzinska Sabrina Lloyd 6 Recruits Bronze	 Aaron Chen Altig-Orlovic 5 Recruits Bronze	 Eric Snyder Simon Arias 5 Recruits Bronze	 Jamie Schulz Cohen-Cohen 5 Recruits Bronze	 Hector Mendez Randall Cook 5 Recruits Bronze
 Joy Vann-Austin James Cunningham 5 Recruits Bronze	 Adam Chesney Zachary Hart 5 Recruits Bronze	 Gretchen Crady Chris Hernandez 5 Recruits Bronze	 Robert Smith Durhon Oldham 5 Recruits Bronze	 Geddes Robinson Raymond Risucci 5 Recruits Bronze	 Quewandra Daniel Daniel Umbertone 5 Recruits Bronze	 Ivoni Fuimaono Steve Friedlander 5 Recruits Bronze
 Jimez Parker Surace-Smith 5 Recruits Bronze	 Christopher Gray David Hausman 5 Recruits Bronze	 Johnny Ly Giglione-Ackerman 5 Recruits Bronze	 Lori Dacyk Altig-Orlovic 5 Recruits Bronze	 Meaghan Kehl Brian Traboulay 5 Recruits Bronze	 Julian Tinamisan Cindy Furer 5 Recruits Bronze	

TOP PERSONAL RECRUITING AGENTS** YTD

TOTAL PERSONAL RECRUITERS: 1,215 TOTAL PERSONAL RECRUITS: 1,973

NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS
Ransey Vazquez	28	Joshua Dishong	7	Michael Russin	7	Martyna Duda-Pasieka	6	Geddes Robinson	6
Andy Sertler	17	Marc Salvaggi	7	Alberto Alcala	7	Jeramey Pitman	6	Meaghan Kehl	6
Robert Kanaan	10	Jonathan Frigola	7	Mack Doby	7	Alma Lozano	6	Amanda Peterson	6
Kade Beck	8	Kassandra Perez	7	Anita Przybylowicz	7	Adam Chesney	6	Quewandra Daniel	6
Ofa Tupouniua	8	Patrycja Grudzinska	7	Matthew Pengtakoon	6	Matthew Parks	6	Natalia Tatkovska	6
								Raul Jacobs	6

* Top Personal Recruiting Agents listed earned at least \$500
 ** By Number of Personal Recruits. Top Personal Recruiting Agents listed have at least 2 Personal Recruits.
 * Spotlight will picture the top 5 Personal Recruiting Agents based on number of Personal Recruits. In case of a tie, top Personal Recruiting Agents will be determined by total Incentive Structure Payout as long as minimum Retention/Net to Gross standards are met.
 * The number of YTD Personal Recruits listed for Spotlight recognition may be different than the number of YTD Personal Recruits reported for Torchmark Achievement Award eligibility due to the counts being calculated differently.

*A Personal Recruit is considered eligible (will count towards qualification levels) when he/she has submitted \$2,000 Net ALP

NEW ASSOCIATES

PER MANAGER

MGA

SA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Meghan Harris	6	Sabrina Lloyd	Kaiser Mattos	2	Altig-Orlovic	Ryan Trimble	2	Jared Cleckner	Sanyo Galloway	2	Kyle Johnson
Joshua Garrison	5	Zachary Hart	Tessie Miya	2	Altig-Orlovic	Scott Hannon	2	Richard Correa	Suzette Mangol	2	Kyle Johnson
Patrycja Grudzinska	5	Sabrina Lloyd	Derek Sandilands	2	Altig-Orlovic	Garrett Shelton	2	Richard Correa	Edill Cobos	2	Sabrina Lloyd
Omar Torres	5	Sabrina Lloyd	Leisa Taylor	2	Altig-Orlovic	Abraham Weissman	2	Richard Correa	Anita Przybylowicz	2	Sabrina Lloyd
Kendall Wilson	4	Sabrina Lloyd	Emi Yokoyama	2	Altig-Orlovic	Craig Deeken	2	James Cunningham	Natalia Tatkovska	2	Sabrina Lloyd
Andres Liranzo	3	Giglione-Ackerman	Anemone Bennett	2	Simon Arias	Daniel E Austin	2	Joseph Diecedue	Diyez Washington	2	Sabrina Lloyd
Eric Watson	3	Zachary Hart	Daniel Gaviria-Velasquez	2	Simon Arias	Ricardo Garavito	2	Desi Dimitrova	Tonya Bailey	2	Durhon Oldham
Krystian Drozd	3	Sabrina Lloyd	Joel Nunez	2	Simon Arias	Wilfrido Martinez	2	Mitch Duplantis	Timothy Penso	2	Durhon Oldham
Cristian Mata Penagos	3	Sabrina Lloyd	Travis Vaughn	2	Simon Arias	Ryan Hillman	2	Cindy Furer	Carrie Hammer	2	Bob Olson
Waleah Salah	3	Sabrina Lloyd	Tabitha Witherell	2	Simon Arias	Toni Mussara	2	Giglione-Ackerman	Brian Howard	2	Bob Olson
Rodrick Hahn	3	Travis Moody	Sara Kamalvand	2	Arias-Cimino	Max Nozek	2	Giglione-Ackerman	Sarah Whiting	2	Bob Olson
Marie Campbell	3	Bob Olson	Kay Pomroy	2	Souley Bah	Michelle Seaman	2	Giglione-Ackerman	Bilal Farsakh	2	Theodore Pappas
Justine Dennis	2	Altig-Orlovic	Sharon Barnes	2	Slav Bitman	Azar Afnan	2	Zachary Hart	Christopher Muraca	2	Albert Serur
Jadyn Finafrock	2	Altig-Orlovic	Elaine Brooks	2	Dorian Brown	Robert Biser	2	Zachary Hart	Tad Teeters	2	Surace-Smith
Dylan Klotz	2	Altig-Orlovic	Mark Dominguez	2	Jose Carvajal	Brenda Fox	2	Zachary Hart	Kristen Brown	2	Michael Vasu
Daniel LaFontaine	2	Altig-Orlovic	Roy Bartell	2	Josh Chalom	Shannon Longcore	2	Zachary Hart	Amy Pearce	2	Jamison Weatherspoon

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Zach Otto	15	Sabrina Lloyd	Christina Meyer	5	Sabrina Lloyd	Darcy Schrieber	4	Zachary Hart	Corey Helly	3	Giglione-Ackerman
Marian Sertler	14	Sabrina Lloyd	Tucker Gregor	5	Travis Moody	Rodney Ward	4	Zachary Hart	Evan Holzhauser	3	Giglione-Ackerman
Matthew Diulus	13	Simon Arias	David Wang	5	Bob Olson	Bradley Kampmeier	4	Chris Hernandez	George O'Shea	3	Giglione-Ackerman
Ryan Fickert	9	Zachary Hart	Shahab Mahdavinjad	5	Theodore Pappas	Chad Potts	4	Chris Hernandez	Beau Locker	3	Matt Henderson
Marc Salvaggi	9	Surace-Smith	Samantha Ralston	5	Jeremy Welch	Ricardo Subero	4	Kyle Johnson	Matthew Cartwright	3	Chris Hernandez
Andy Sertler	8	Sabrina Lloyd	Dan Ikei	4	Altig-Orlovic	Robert Smith	4	Durhon Oldham	London Nelson	3	Kyle Johnson
Nicholas Moore	8	Durhon Oldham	Patrick Rieger	4	Altig-Orlovic	Andre Bent	4	Bob Olson	Michael Crelli	3	Dorian Oldham
Christina Jauch	7	Simon Arias	Travis Stucki	4	Altig-Orlovic	Jamil Harris	4	Daniel Umbertone	Andrew Wagner	3	Durhon Oldham
Patrick Knouse	7	Slav Bitman	Justin Adams	4	Simon Arias	Ernest Powell	4	Michael Vasu	Melne Hughes	3	Bob Olson
Jordan Chalom	7	Josh Chalom	Sokol Fazliu	4	Simon Arias	Erez Shabtay	4	Michael Vasu	Natalie Linker	3	Bob Olson
Steven Rios	7	Sabrina Lloyd	Charles Ferrari	4	Simon Arias	Mamdema Faal	4	Dustin Venekamp	Timothy Wilson	3	Philip Prata
Bobby Szvaja	7	Theodore Pappas	Jesse Rennich	4	Simon Arias	Andrew Bishop	3	Altig-Orlovic	Michael Denton	3	Raymond Risucci
Robert Kanaan	7	Imran Satti	Thomas Vena	4	Simon Arias	Elizabeth Chilson	3	Altig-Orlovic	Scott Wheeler	3	Imran Satti
Jake Yagjian	7	Albert Serur	Aaron Haynes	4	Arias-Cimino	Mark Beckford	3	Slav Bitman	Matthew Conrad	3	Surace-Smith
Britton Costa	6	Simon Arias	Monica Brown	4	Dorian Brown	Deana Piaster	3	Jared Cleckner	Meaghan Kehl	3	Brian Traboulay
Ofa Tupouniua	6	Steve Friedlander	Pablo De La Cruz	4	Jose Carvajal	Stephen Jeung	3	Cohen-Cohen	Michael Laramie	3	Michael Vasu
Chelsie Otto	6	Sabrina Lloyd	Jamie Cates	4	Jared Cleckner	Allen Watson	3	Nigel Crowe	Adeyemi Akinade	3	Williams-Zophin
Matthew Parks	6	Surace-Smith	Lorena Barriere	4	Cohen-Cohen	Patrick Duray	3	Chad Deley	Jean Joseph	3	Williams-Zophin
Julianne Scavo	5	Erin Allen	William Soulier	4	Randall Cook	Mack Doby	3	Joseph Diecedue	Michael Musso	3	Williams-Zophin
Blake Higuchi	5	Altig-Orlovic	Andrew McQuade	4	Richard Correa	Stephanie Kell	3	Joseph Diecedue			
Melinda-Rae Lyse	5	Altig-Orlovic	Matthew Turnquist	4	Richard Correa	Gabriela Sime	3	Laura Fisher			
John M McGrath	5	Altig-Orlovic	Duni Olusegun	4	James Cunningham	Brian Zuzick	3	Laura Fisher			
John Conard	5	Simon Arias	Christopher Akins	4	Laura Fisher	Doreen Ryan-Foti	3	Don Foti			
Casey Kunash	5	Simon Arias	Philip Roffi	4	Cindy Furer	Stephen Giddens	3	Ryan Giddens			
Joshua Krueger	5	Richard Correa	Steven King	4	Zachary Hart	Taylor Black	3	Giglione-Ackerman			
Johnny Ly	5	Giglione-Ackerman	Lamar Livingston	4	Zachary Hart	Mark Dombrowski	3	Giglione-Ackerman			
Richard Dyer	5	Mathew Hart	Andre McCallum	4	Zachary Hart	Michael Gerstein	3	Giglione-Ackerman			

GA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Alix Albright	8	Simon Arias	Aaron Voege	3	Nigel Crowe	Viyarath Vongprachanh	2	Simon Arias	Michael Coulthard	2	Chris Hernandez
Michael Stuver	8	Zachary Hart	David Iriye	3	Desi Dimitrova	Morgan Mays	2	Slav Bitman	Antonio Evans	2	Chris Hernandez
Martyna Duda-Pasiela	8	Sabrina Lloyd	Alejandro Pineda	3	Laura Fisher	Jennifer Bettis	2	Dorian Brown	Vincent Meyer	2	Chris Hernandez
Jeffrey Gilliana	7	Sabrina Lloyd	Laina Havea	3	Steve Friedlander	Brianna Curry	2	Dorian Brown	Shane McGregor	2	Corey Neff
Timothy Bugge	6	Simon Arias	Jonathan Black	3	Giglione-Ackerman	James Frese	2	Jose Carvajal	Mercedes Phillips	2	Corey Neff
Ranjana Chopra	6	Josh Chalom	Christine DiSanto	3	Giglione-Ackerman	Kassandra Perez	2	Jose Carvajal	Elias Boles	2	Durhon Oldham
Brent Bowling	6	Surace-Smith	John McDougald	3	Giglione-Ackerman	Matthew Miller	2	Jared Cleckner	Kimberly Hamilton	2	Durhon Oldham
Michael Russin	5	Simon Arias	Karen Mosley	3	Giglione-Ackerman	Armando Aiello	2	Cohen-Cohen	Rebyka Watson	2	Bob Olson
Eric Snyder	5	Simon Arias	Corey Moore	3	Chris Hernandez	Jesus Parra	2	Cohen-Cohen	Asad Ahmed	2	Theodore Pappas
Bernard Ballou	5	Slav Bitman	Demitrius Lucas	3	Kyle Johnson	Taylor Foster	2	Richard Correa	Justin Diaz	2	Theodore Pappas
Nathan Hunt	5	Richard Correa	Duane Shaw	3	Sabrina Lloyd	Matthew Halbmaier	2	Richard Correa	Aziz Farsakh	2	Theodore Pappas
Ariel Demesa	5	Giglione-Ackerman	Richard Pazak	3	Bob Olson	Alma Lozano	2	Richard Correa	Rachel Gallagher	2	Theodore Pappas
Jason Lee	5	Sabrina Lloyd	Nacole Newbold	3	Imran Satti	Kimberle Spooner	2	Richard Correa	Donte Grant	2	Theodore Pappas
Holly Lacey	5	Imran Satti	Peter Gabranski	3	Albert Serur	Vinedia Moore	2	James Cunningham	Mahadai Kryshundayal	2	Theodore Pappas
Anadeto Arevalo	4	Altig-Orlovic	Derek Foore	3	Surace-Smith	Joshua Randolph	2	James Cunningham	Carl Lindsay	2	Byron Paz
Matthew Cessna	4	Simon Arias	Zoltan Krecsko	3	Brian Traboulay	Ashley Rust	2	James Cunningham	Sean Hansen	2	Philip Prata
Jenna Grula	4	Simon Arias	Quewandra Daniel	3	Daniel Umbertone	Brendan Bradfield	2	Chad Deley	Spencer Simmons	2	Scott Rehberg
Beaux Southern	4	Arias-Cimino	Pedro Ferrero	3	Dustin Venekamp	Yuriy Kosovan	2	Chad Deley	Geddes Robinson	2	Raymond Risucci
Joshua Goodman	4	Richard Correa	Clayton Bonner	3	Jeremy Welch	Christina LaPlant	2	Joseph Diecedue	Robert Novotne	2	Tiffany Roland
Micah Fodden	4	Zachary Hart	Carrie Padgett	3	Williams-Zophin	Kelvin Fernandez	2	Laura Fisher	Joseph Kanaan	2	Imran Satti
DeAnthony Hartman	4	Zachary Hart	Trevor Tollefson	2	Erin Allen	Marysa Maggio	2	Laura Fisher	Jeffrey Hall	2	Albert Serur
David Peebles	4	Zachary Hart	Christopher Bennett	2	Altig-Orlovic	Michael Russo	2	Laura Fisher	Lindsey Dettwiller	2	Surace-Smith
Jasmin Gallaga	4	Sabrina Lloyd	Christopher Clark	2	Altig-Orlovic	Victor Agurto	2	Giglione-Ackerman	Bryan Juskiw	2	Surace-Smith
Pamela Randle	4	Bob Olson	Kaisee Cogswell	2	Altig-Orlovic	Ryan Feehan	2	Giglione-Ackerman	Oleg Novitchii	2	Surace-Smith
Frank Cordaro	4	Theodore Pappas	Raymond Fuji	2	Altig-Orlovic	Jorge Guerra	2	Giglione-Ackerman	Mike Paragiou	2	Surace-Smith
Nathan Doyle	4	Albert Serur	Iva Kalinova	2	Altig-Orlovic	Glenn Martin	2	Giglione-Ackerman	Austin W Smith	2	Surace-Smith
Eric Thompson	4	Surace-Smith	Tori Murakami	2	Altig-Orlovic	Frank Rodriguez	2	Giglione-Ackerman	Ashley Wenning	2	Surace-Smith
Dylan White	3	Altig-Orlovic	Michael Nicolaidis	2	Altig-Orlovic	Timothy Watson	2	Mathew Hart	Justin Barker	2	Brian Traboulay
Phillip McElfresh	3	Simon Arias	Peer Shmelzer	2	Altig-Orlovic	Jason Green	2	Zachary Hart	Scott Davison	2	Michael Vasu
Christian West	3	Simon Arias	Steven Stensrud	2	Altig-Orlovic	Tom Weller	2	Zachary Hart	Phillip Jenkins	2	Michael Vasu
Jamie Winters	3	Simon Arias	James Wells	2	Altig-Orlovic	Alexandra Graham	2	David Hausman	Thomas Longino	2	Michael Vasu
Tyler Worstell	3	Simon Arias	Sarah Gilmore	2	Simon Arias	Sarah Rayford	2	Matt Henderson	Richard Johnson	2	Jamison Weatherspoon
John Kreidler	3	Jared Cleckner	Gregory VanSuch	2	Simon Arias	Gregory VanSuch	2	Simon Arias	Marcus Moody	2	Jamison Weatherspoon

RGA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Robert Janev	29	Sabrina Lloyd	Matthew Diulus	26	Simon Arias	Thomas Vena	24	Simon Arias

NEW ASSOCIATE – \$1,000 contract-to-date new agent

THE MINIMUMS FOR RECOGNITION ARE:
SA & GA – at least two new associates during the month
MGA – at least three new associates during the month
RGA – top three RGAs during the month

This list recognizes SAs, GAs, MGAs and RGAs for the number of new associates under their hierarchy for the month.



PERSONAL RECRUITING TIPS FROM THE TOP!

-TOP 3 TIPS-

To help you with your search for the next great personal recruit, here's some advice from Ransey Vasquez of the Bob Olson Agency, our 2016 year-to-date top Personal Recruiter. As of press time, he had 28 Personal Recruits so far this year, and we know he's not done yet.
Round 'em up, Ransey!

NAME SOME PLACES/SOURCES WHERE YOU HAVE CONSISTENTLY FOUND GOOD PERSONAL RECRUITS:

RV: Nightclubs and restaurants
Retail stores
Circle of influence
Social media

WHAT WERE THE FORMER OCCUPATIONS OF YOUR 3 BEST PERSONAL RECRUITS?

RV: Nightclub bartender
Real estate/banking
Former business owner

ANYTHING YOU'D LIKE TO ADD?

RV: Yes! Creative, outside-the-box thinking always works. I use networking events and signs to create buzz and get people excited.

1. BE EXCITED.

Get them excited. Show them the money.

2. SHOWCASE SUCCESS.

Show pictures of your Agents as they make money.

3. DON'T JUDGE A BOOK BY ITS COVER.

I have had the experience of bringing someone on board that I didn't think was going to be successful and they were!



Unleash the power.



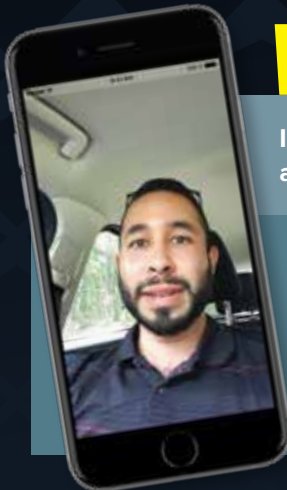
THE BOX

COMING TO AN AIL/NILICO AGENCY OFFICE NEAR YOU **AUGUST 12**

WHERE ARE THEY NOW?

In the June 2015 issue of *Spotlight*, we interviewed Personal Recruit Pablo Zetina (Altig-Orlovic). We asked him recently how things are going for him.

“The biggest impact I've felt has been financially. I'm able to make way more money in less time, so my time has become more valuable. I fell in love with this opportunity because of what we do for families. Every time I go into a home, I know I'm protecting a family for the rest of their lives, no matter what happens. As for my career, I'm a manager now, so I'm building a team, trying to teach others to do well and be consistent in business. My plan is to promote two MGAs by the end of the year.”





WHERE IS YOUR NEXT RECRUIT HIDING?

YOUR NEXT GREAT RECRUIT MAY BE CLOSER THAN YOU THINK...

Your search for a new team member starts with the people you interact with in your daily activities. Personal Recruiting is **THE** preferred recruiting method at AIL/NILICO. In general, recruits are more committed to perform better and persevere longer if they're brought into the Company through a personal connection. While friends, family members, and neighbors are the most commonly known type of personal recruits, the individuals referenced in the map above are also considered to be personal recruits.

WHAT'S IN IT FOR ME?

For starters, there's the potential for an increased income stream. And, once you've successfully recruited five individuals that qualify as personal recruits, you gain membership into the AIL/NILICO League of Champions club. You'll receive recognition and awards at each club level.



10 TIPS: TALKING TO STRANGERS

Much of Personal Recruiting is about making a great first impression with potential recruits. Fear often blocks opportunity by stopping conversations before they begin. Here are some tips to becoming an excellent conversationalist:

1. **Smile!**
2. **Project openness with body language.** (Arms uncrossed, legs uncrossed, elbows away from body, leaning forward with interest, standing straight.)
3. **Make eye contact.**
4. **Be warm and enthusiastic.**
5. **Be casual.**
6. **Show interest.** Ask open-ended questions to prevent "yes" or "no" answers.
7. **Self-edit.** Ask yourself, "What does this person need to know?"
8. **Use a "bridge."** Comment on a shared experience. Use your environment.
9. **Use humor.**
10. **Don't take rejection personally.** Most of the time when a person acts negatively toward you it has absolutely nothing to do with you.

PERSONAL RECRUITING ICEBREAKERS

Need help breaking the ice? The following "icebreaker" script, created and perfected by President Steve Greer, demonstrates how to present *Opportunity Unlimited* with ease to service industry and retail workers.

1. ICEBREAKER

- A. Waiter/Waitress or any service industry
"Wow, you've done a really great job today."
- B. Retail environment
"Hey, thanks for all the help today."

2. QUESTION

"How long have you worked here?"
 They may answer "three years" which will prompt the next question.

3. QUESTION

"So, is this the plan?"
 They respond, "No, I'm going to school" or "This is a part-time job."
 Response: **"Oh, ok because you seem way too good to be making a career out of this. The only reason I ask is that I think you would be really good where I work."**

They respond, "Where do you work?" or "What do you do?"
 Response: **"I work in the financial services industry. We use insurance products to help our clients protect their assets."**

4. WRAP UP

"The cool thing is, we make a lot of money, we have a lot of fun and we get to help people out while we are doing it. You like helping people?"
I'll tell you what, I know the hiring manager; let me give you my card and you've got to give him a call."

Then pull the card back!
"You know what, let me take your number and I'll hand it over to 'Mike' and I'll get him to give you a call."



1
AL ALKURDI
LOMBARD, IL



2
TOMASZ MOZDIERZ
SCHAUMBURG, IL



3
MICHAEL VAN DELFT
HALIFAX, NS



4
MARK DUSHAJ
TROY, MI



5
MATT MCBRIDE
CALGARY, AB



6
MIKE SUKHAATAR
JACKSON, MS



7
TOLMAS NORBUTAEV
SCHAUMBURG, IL



8
ALVIN ALI
CONCORD, CA



9
ADAM CHESNEY
TROY, MI



10
GRACIELA CALDERON
SCHAUMBURG, IL



11
ROGHIE HASSAN LOO
TORONTO, ON



12
JORDON GRAHAM
SCHAUMBURG, IL



13
BROOKLYN MIMS
INDIANAPOLIS, IN



14
JOSEPH SARASIN
COLUMBUS, OH



15
BRUCE TAN
AIEA, HI



16
LEE VAN DELFT
HALIFAX, NS



17
MELISSA MARTINO
LAS VEGAS, NV



18
JARRED SPANBAUER
ROSEVILLE, MN



19
DARIO MESSINA
TROY, MI



20
VAN ORTEGA
VANCOUVER, BC



ICEBREAKERS
IWONA MOCEK
SCHAUMBURG, IL



PHI PHAN
COVINA, CA



JEREMY OSBORN
COVINA, CA

JUNE

Rank	Net ALP	NTG	RET	MGA	SGA
1	Al Alkurdi	\$61,006		74.1	David Wang Bob Olson
2	Tomasz Mozdierz	43,188	100		Marian Sertler Sabrina Lloyd
3	Michael van Delft	41,925		90.5	Scott Wheeler Imran Satti
4	Mark Dushaj	41,815	85		Joshua Dishong Zachary Hart
5	Matt McBride	39,021	98		Christopher Bentley Altig-Orlovic
6	Mike Sukhbaatar	38,589		91.2	Daniel Umbertone
7	Tolmas Norbutaev	37,874	100		Andy Sertler Sabrina Lloyd
8	Alvin Ali	32,620		74.6	Harold Durana Don Foti
9	Adam Chesney	32,367	90		Joshua Dishong Zachary Hart
10	Graciela Calderon	31,783		81.8	Marian Sertler Sabrina Lloyd
11	Roghie Hassan Loo	31,251		75.8	Roghie Hassan Loo Josh Chalom
12	Jordon Graham	29,296		84.9	Zach Otto Sabrina Lloyd
13	Brooklyn Mims	29,079	89		Lisa Richardson Moswen Taylor
14	Joseph Sarasin	28,448		79.8	Patrick Bendure Surace-Smith
15	Bruce Tan	27,429		86.5	Jonathan Emura Altig-Orlovic
16	Lee van Delft	27,032		86.2	Robert Kanaan Imran Satti
17	Melissa Martino	26,690	98		Jimmy Tchen Corey Neff
18	Jarred Spanbauer	26,625	98		Joshua Rush Chad Deley
19	Dario Messina	26,568	89		Joshua Dishong Zachary Hart
20	Van Ortega	25,424		75.3	Rafi Nawabi Altig-Orlovic
21	Easton Christensen	24,929	92		Peter Davis Altig-Orlovic
22	Tyler McKnight	24,689		87.1	Richard Mansfield Altig-Orlovic
23	Mike Allen	24,388		89.8	Travis Moody
24	Muhammed Ashraf	24,354		89.9	Muhammed Ashraf Theodore Pappas
25	Joel Trask	23,800		76.8	Robert Kanaan Imran Satti
26	Aziz Farsakh	23,638		72.6	Mohammed Moalawi Theodore Pappas
27	Aliesha Stone	23,606		71.8	Melinda-Rae Lyse Altig-Orlovic
28	Myaa Fallon	23,406		80.2	Zach Otto Sabrina Lloyd
29	Mark Lomonaco	23,387		80.5	Richard Mansfield Altig-Orlovic
30	Alma Lozano	23,230		79.1	John Nieves Richard Correa
31	Katie Massart	23,183		82.8	John M McGrath Altig-Orlovic
32	Randy Souliers	22,988		82.7	Brandon Summerton Altig-Orlovic
33	Kaleiokamaile Viena	22,678		84.2	Jonathan Emura Altig-Orlovic
34	Shai Mate	22,573		79.5	Jesse Doherty Altig-Orlovic
35	Daniel Dobyns	22,166	95		Lee Jeffers Altig-Orlovic
36	Ronald Rivera	22,116		90.0	Cohen-Cohen
37	Sina Heak	22,017		80.0	Avi Kauderer Albert Serur
38	Christopher Silakoski	21,991	83		George O'Shea Giglione-Ackerman
39	Ifeanyi Ufonde	21,755		93.4	Allan Jennings
40	Lucyna Szymanski	21,586	100		Andy Sertler Sabrina Lloyd
41	Jonathan Emura	21,352		89.1	Todd Engelson Altig-Orlovic
42	Iwona Mocek	21,249	100		Andy Sertler Sabrina Lloyd
43	Daniel Hanson	21,109		91.0	Devin Adams Chad Deley
44	Fadi Nassar	20,796		72.7	Gevorg Yanukyan Desi Dimitrova
45	Krystian Drozd	20,470		83.4	Marian Sertler Sabrina Lloyd
46	Priscila Gonzalez	20,424		78.5	Bobby Szwaja Theodore Pappas
47	Phi Phan	20,392	98		Gary Slocum Desi Dimitrova
48	Maria Avila	20,326		78.2	Steve Svendson Richard Correa
49	Joshua Rush	20,131		79.6	Joshua Rush Chad Deley
50	Jeremy Osborn	20,051	90		Gevorg Yanukyan Desi Dimitrova

ALL TIME RECORD: \$159,402 Net ALP — MARK NEILSON

YTD

Rank	Net ALP	NTG	RET	MGA	SGA
*1	Al Alkurdi	\$354,657		74.1	David Wang Bob Olson
*2	Mark Dushaj	275,479	85		Joshua Dishong Zachary Hart
*3	Michael van Delft	184,688		90.5	Scott Wheeler Imran Satti
*4	Mike Sukhbaatar	175,385		91.2	Daniel Umbertone
*5	Dario Messina	159,618	89		Joshua Dishong Zachary Hart
*6	Daniel Hanson	137,184		91.0	Devin Adams Chad Deley
*7	Van Ortega	130,680		75.3	Rafi Nawabi Altig-Orlovic
*8	Roghie Hassan Loo	129,445		75.8	Roghie Hassan Loo Josh Chalom
*9	Alvin Ali	126,542		74.6	Harold Durana Don Foti
*10	Massoud Vaziri	125,779		84.1	Troy Plummer Altig-Orlovic
11	Lily Sakai	125,646		92.0	Cohen-Cohen
12	Bruce Tan	122,492		86.5	Jonathan Emura Altig-Orlovic
13	Muhammed Ashraf	117,129		89.9	Muhammed Ashraf Theodore Pappas
14	Mike Allen	115,541		89.8	Travis Moody
15	Katie Massart	114,958		82.8	John M McGrath Altig-Orlovic
16	Jordon Graham	111,183		84.9	Zach Otto Sabrina Lloyd
17	Joseph Sarasin	110,336		79.8	Patrick Bendure Surace-Smith
18	Mark Lomonaco	109,175		80.5	Richard Mansfield Altig-Orlovic
19	Erez Shabtay	106,762		90.2	Erez Shabtay Michael Vasu
20	Joachim Jean	106,730		84.1	Ryan Hall Laura Fisher
21	Tevita Tupouniua	105,712		92.5	Ofa Tupouniua Steve Friedlander
22	Justin Germany	105,142		74.9	Christine Judge
23	Riley Peters	103,481		84.4	Richard Mansfield Altig-Orlovic
24	Alan Sedaghat	103,060		86.9	Bobby Gujral Altig-Orlovic
25	Ronald Rivera	101,441		90.0	Cohen-Cohen
26	Max Quasem	101,353		89.3	Cohen-Cohen
27	Daniel Li	98,813		79.8	Patrick Stenglein Altig-Orlovic
28	Elba Vargas	98,098		77.4	Antonio Reyes Simon Arias
29	Joey Kennedy	95,715		81.6	Ashlynn Orng Altig-Orlovic
30	Eric LaBossiere	93,550		92.8	Lee Jeffers Altig-Orlovic
31	Paul Smith	92,304		85.7	Patrick Bendure Surace-Smith
32	Mark Lahijani	91,062	91		Mohammed Moalawi Theodore Pappas
33	Matthew Zang	90,766		76.0	Nicholas Walsh Altig-Orlovic
34	Kaleiokamaile Viena	90,658		84.2	Jonathan Emura Altig-Orlovic
35	Brooklyn Mims	89,672	89		Lisa Richardson Moswen Taylor
36	Ifeanyi Ufonde	89,256		93.4	Allan Jennings
37	Dustin Dunbar	89,165		96.4	Dustin Dunbar Dustin Venekamp
38	Joshua Rush	89,005		79.6	Joshua Rush Chad Deley
39	William Parmeter	87,187		71.7	Hal Herman Durhon Oldham
40	Joel Trask	86,565		76.8	Robert Kanaan Imran Satti
41	Jarred Spanbauer	86,327	98		Joshua Rush Chad Deley
42	Denis Snyder	85,714		83.5	Benito Menchaca Altig-Orlovic
43	Oleg Novitchii	85,485		84.6	Matthew Parks Surace-Smith
44	Douglas Clarke	84,578		85.9	Joshua Jackson Joseph Diecedue
45	Kory Louvelle	82,722	92		Luay Ghawi Altig-Orlovic
46	Ashley Rust	81,884		89.0	Joy Yannaustin James Cunningham
47	Daniel Marino	81,674		92.2	Muhammed Ashraf Theodore Pappas
48	Tina Phongsavath	81,357		85.3	Richard Mansfield Altig-Orlovic
49	Michael Trinh	80,265		88.5	Ho Tran Altig-Orlovic
50	Jesusdieu Portilus	80,117		77.1	Fritznel Octave Williams-Zophin

ALL TIME RECORD: \$756,403 Net ALP — JOSHUA DISHONG

An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 20 Individual Producers list for the month, as well as the next Top 3 in this category.

SUPERVISINGAGENTS



1
ROBERT BISER
TROY, MI



2
PATRYCJA GRUDZINSKA
SCHAUMBURG, IL



3
EDILL COBOS
SCHAUMBURG, IL



4
BRENDA FOX
TROY, MI



5
AZAR AFNAN
TROY, MI



6
KENDALL WILSON
SCHAUMBURG, IL



7
MEGHAN HARRIS
SCHAUMBURG, IL



8
TAD TEETERS
BOARDMAN, OH



9
ERIC PEYTON
CLEVELAND, OH



10
JOSHUA GARRISON
TROY, MI

JUNE

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Robert Biser	\$124,940	\$159,822	95		Joshua Dishong	Zachary Hart
2	Patrycja Grudzinska	92,613	95,014	92		Marian Sertler	Sabrina Lloyd
3	Edill Cobos	63,366	63,366	94		Andy Sertler	Sabrina Lloyd
4	Brenda Fox	51,824	62,996	96		Andre McCallum	Zachary Hart
5	Azar Afnan	45,546	48,424		79.8	Rodney Ward	Zachary Hart
6	Kendall Wilson	44,998	44,998	83		Steven Rios	Sabrina Lloyd
7	Meghan Harris	44,513	44,513	89		Chelsie Otto	Sabrina Lloyd
8	Tad Teeters	43,421	47,991		76.1	Marc Salvaggi	Surace-Smith
9	Eric Peyton	43,366	47,324		81.2	Jeffery Thiel	Surace-Smith
10	Joshua Garrison	42,886	40,837		77.5	Ryan Fickert	Zachary Hart
11	Omar Torres	41,403	50,086	88		Zach Otto	Sabrina Lloyd
12	Waleah Salah	39,815	45,797	99		Marian Sertler	Sabrina Lloyd
13	Tabitha Witherell	37,425	43,733		78.0	Matthew Diulus	Simon Arias
14	Natalia Tatkovska	35,810	35,810	92		Andy Sertler	Sabrina Lloyd
15	Christina McGregor	33,729	34,008	91			Corey Neff
16	Krystian Drozd	30,580	51,171	86		Marian Sertler	Sabrina Lloyd
17	Andres Liranzo	30,541	32,368	98		Johnny Ly	Giglione-Ackerman
18	Cristian Mata Penagos	27,543	31,423	81		Christina Meyer	Sabrina Lloyd
19	Angeleena O'Hearn	26,996	33,918		81.8	Jimmy Tchen	Corey Neff
20	Bonnie Dupre	26,494	47,113		76.8	Ernest Powell	Michael Vasu

ALL TIME RECORDS: \$286,210 1st 6 Mo Agt | \$286,210 Net ALP

YTD

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
*1	Patrycja Grudzinska	\$302,487	\$327,819	92		Marian Sertler	Sabrina Lloyd
*2	Krystian Drozd	269,052	319,478	86		Marian Sertler	Sabrina Lloyd
*3	Robert Biser	263,249	306,212	95		Joshua Dishong	Zachary Hart
*4	Azar Afnan	166,780	194,235		79.8	Rodney Ward	Zachary Hart
*5	Meghan Harris	162,501	162,501	89		Chelsie Otto	Sabrina Lloyd
6	Edwin Rodriguez	155,580	200,945		80.1	Jason Bratin	Simon Arias
7	Tonya Bailey	150,109	253,723		79.3	Nicholas Moore	Durhon Oldham
8	Omar Torres	144,985	155,428	88		Zach Otto	Sabrina Lloyd
9	Timothy Penso	142,292	231,063		81.4	Nicholas Moore	Durhon Oldham
10	Edill Cobos	135,686	137,018	94		Andy Sertler	Sabrina Lloyd
11	Tabitha Witherell	127,668	146,214		78.0	Matthew Diulus	Simon Arias
12	Brenton Franklin	126,910	176,933		86.8	Dan Ikei	Altig-Orlovic
13	Cristian Mata Penagos	121,615	125,495	81		Christina Meyer	Sabrina Lloyd
14	Natalia Tatkovska	120,044	120,584	92		Andy Sertler	Sabrina Lloyd
15	Matthew Dawson	114,713	234,652		73.7	Marc Salvaggi	Surace-Smith
16	Kyle Alden	108,070	212,322		77.9	Juan Olvera	Stephen Jubrey
17	James Sherwood	107,434	173,925		81.5	Daniel Hartwig	Surace-Smith
18	Kendall Wilson	106,082	106,082	83		Steven Rios	Sabrina Lloyd
19	Phillip Waisman	101,874	147,042	92		Robert Kanaan	Imran Satti
20	James Jones	99,972	136,820		86.3	Robert Smith	Durhon Oldham

ALL TIME RECORDS: \$653,097 1st 6 Mo Agt | \$959,675 Net ALP

GENERALAGENTS



1
MARTYNA DUDA-PASIEKA
SCHAUMBURG, IL



2
GEORGE WELLER
TROY, MI



3
BRENT BOWLING
BOARDMAN, OH



4
ASHLEY WENNING
SYLVANIA TOWNSHIP, OH



5
NATHAN HUNT
AURORA, CO



6
JASMIN GALLAGA
SCHAUMBURG, IL



7
MICHAEL STUVER
TROY, MI



8
ALEX NORMANDEAU
HALIFAX, NS



9
MATTHEW CESSNA
PITTSBURGH, PA



10
JASON LEE
SCHAUMBURG, IL

JUNE

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Martyna Duda-Pasieka	\$145,167	\$143,828		78.2	Andy Sertler	Sabrina Lloyd
2	George Weller	140,108	173,704		76.9	Joshua Dishong	Zachary Hart
3	Brent Bowling	96,367	181,531		74.7	Marc Salvaggi	Surace-Smith
4	Ashley Wenning	76,127	141,917		76.3	Daniel Hartwig	Surace-Smith
5	Nathan Hunt	66,266	78,091		81.7	Joshua Krueger	Richard Correa
6	Jasmin Gallaga	61,878	116,928		73.7	Marian Sertler	Sabrina Lloyd
7	Michael Stuver	60,506	118,177		75.3	Ryan Fickert	Zachary Hart
8	Alex Normandeau	54,732	57,677		72.0	Aaron McLean	Imran Satti
9	Matthew Cessna	53,472	93,561		77.7	Justin Adams	Simon Arias
10	Jason Lee	52,519	59,867		72.7	Zach Otto	Sabrina Lloyd
11	Viyarath Vongprachanh	50,370	59,299	90		Christina Jauch	Simon Arias
12	Tyler Worstell	49,933	86,361		73.6	John Conard	Simon Arias
13	Holly Lacey	49,274	155,298		71.3	Robert Kanaan	Imran Satti
14	Frank Cordaro	48,022	81,110		79.6	Bobby Szwaja	Theodore Pappas
15	Ariel Demesa	47,952	51,722	97		Johnny Ly	Giglione-Ackerman
16	Glenn Martin	47,438	81,840	91		Morgan Lobello	Giglione-Ackerman
17	Anacleto Arevalo	46,735	60,991		87.3	Blake Higuchi	Altig-Orlovic
18	Derek Foore	45,814	87,007	90		Marc Salvaggi	Surace-Smith
19	Eric Snyder	45,565	58,626	96		Matthew Diulus	Simon Arias
20	Amber Dregalla	45,414	49,559		74.8	Andrew J Wilson	Richard Correa

ALL TIME RECORDS: \$441,101 1st 6 Mo Agt | \$624,474 Net ALP

YTD

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
*1	Michael Stuver	\$430,536	\$946,282		75.3	Ryan Fickert	Zachary Hart
*2	David Peebles	428,273	467,675		83.1		Zachary Hart
*3	Martyna Duda-Pasieka	408,554	440,588		78.2	Andy Sertler	Sabrina Lloyd
*4	Nathan Hunt	385,585	441,757		81.7	Joshua Krueger	Richard Correa
*5	Ashley Wenning	379,176	719,356		76.3	Daniel Hartwig	Surace-Smith
6	Glenn Martin	326,826	453,351	91		Morgan Lobello	Giglione-Ackerman
7	George Weller	305,791	344,692		76.9	Joshua Dishong	Zachary Hart
8	Tyler Worstell	295,201	420,636		73.6	John Conard	Simon Arias
9	Brent Bowling	294,549	768,974		74.7	Marc Salvaggi	Surace-Smith
10	Elias Boles	283,510	432,134		74.8	Nicholas Moore	Durhon Oldham
11	Karen Mosley	275,026	331,113		76.7	George O'Shea	Giglione-Ackerman
12	Timothy Bugge	259,702	367,636		73.3	Britton Costa	Simon Arias
13	Jeramey Pitman	251,379	323,605	89		Joshua Krueger	Richard Correa
14	Matthew Cessna	231,326	442,004		77.7	Justin Adams	Simon Arias
15	Kelvin Fernandez	222,161	371,713		77.4	Christopher Akins	Laura Fisher
16	Viyarath Vongprachanh	213,351	236,363	90		Christina Jauch	Simon Arias
17	Jeffrey Gilliana	207,998	253,414	87		Zach Otto	Sabrina Lloyd
18	Derek Foore	204,150	370,903	90		Marc Salvaggi	Surace-Smith
19	Aziz Farsakh	203,017	353,625		77.4	Mohammed Moalawi	Theodore Pappas
20	Alexandra Graham	200,318	271,442		71.2	Gregory Graham	David Hausman

ALL TIME RECORDS: \$1,468,394 1st 6 Mo Agt | \$2,262,883 Net ALP

MASTERGENERALAGENTS



1

MARIAN SERTLER
SCHAUMBURG, IL



2

ANDY SERTLER
SCHAUMBURG, IL



3

MARC SALVAGGI
BOARDMAN, OH



4

MATTHEW DIULUS
PITTSBURGH, PA



5

JOSHUA DISHONG
TROY, MI



6

ZACH OTTO
SCHAUMBURG, IL



7

JOSHUA KRUEGER
AURORA, CO



8

NICHOLAS MOORE
ROCHESTER, NY



9

ROBERT KANAAN
HALIFAX, NS



10

AARON MCLEAN
HALIFAX, NS

JUNE

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	SGA
1	Marian Sertler	\$240,837	\$355,233		75.0	Sabrina Lloyd
2	Andy Sertler	145,167	143,828		79.2	Sabrina Lloyd
3	Marc Salvaggi	142,180	267,359		74.8	Surace-Smith
4	Matthew Diulus	128,805	198,006		73.0	Simon Arias
5	Joshua Dishong	119,446	157,116		72.5	Zachary Hart
6	Zach Otto	104,765	279,852		73.3	Sabrina Lloyd
7	Joshua Krueger	101,547	147,426		78.7	Richard Correa
8	Nicholas Moore	92,599	222,144		79.1	Durhon Oldham
9	Robert Kanaan	85,605	266,637		73.0	Imran Satti
10	Aaron McLean	80,994	99,693		82.1	Imran Satti
11	Daniel Hartwig	76,053	152,913		76.4	Surace-Smith
12	Bobby Szwaja	72,968	151,821		78.5	Theodore Pappas
13	Gregory Graham	72,426	108,453		71.3	David Hausman
14	Andrew McQuade	72,253	95,408		71.5	Richard Correa
15	Ryan Fickert	71,934	148,169		74.1	Zachary Hart
16	Steven Rios	69,786	59,901		73.7	Sabrina Lloyd
17	Melinda-Rae Lyse	68,059	110,515		72.5	Altig-Orlovic
18	Chelsie Otto	67,300	67,300		77.5	Sabrina Lloyd
19	Christina Jauch	67,201	86,706	89		Simon Arias
20	John Conard	67,195	115,858		71.6	Simon Arias

ALL TIME RECORDS: \$438,277 1st 6 Mo Agt | \$723,872 Net ALP

YTD

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	SGA
*1	Joshua Dishong	\$1,052,994	\$1,350,413		72.5	Zachary Hart
*2	Marian Sertler	1,034,739	1,356,338		75.0	Sabrina Lloyd
*3	Joshua Krueger	748,197	962,408		78.7	Richard Correa
*4	Zach Otto	627,954	1,198,768		73.3	Sabrina Lloyd
*5	Nicholas Moore	624,553	1,388,766		79.1	Durhon Oldham
6	Ryan Fickert	504,812	1,150,684		74.1	Zachary Hart
7	Marc Salvaggi	498,699	1,146,155		74.8	Surace-Smith
8	Matthew Diulus	490,744	744,814		73.0	Simon Arias
9	Andy Sertler	404,212	436,557		79.2	Sabrina Lloyd
10	Bobby Szwaja	373,465	728,156		78.5	Theodore Pappas
11	Daniel Hartwig	369,600	791,813		76.4	Surace-Smith
12	Robert Smith	355,160	647,783		80.7	Durhon Oldham
13	Steve Bryant	352,040	508,602	88		Ryan Giddens
14	John Conard	337,842	489,426		71.6	Simon Arias
15	Morgan Lobello	329,477	466,563		77.6	Gigliione-Ackerman
16	Rodney Ward	323,271	516,815		71.0	Zachary Hart
17	Steven Rios	322,481	388,817		73.7	Sabrina Lloyd
18	Chelsie Otto	311,034	315,398		77.5	Sabrina Lloyd
19	Patricia Cicerale	307,109	407,345		77.1	Gigliione-Ackerman
20	Magda Figueiredo	304,005	386,116		77.5	Gigliione-Ackerman

ALL TIME RECORDS: \$2,554,545 1st 6 Mo Agt — MARIAN SERTLER | \$4,468,285 Net ALP

REGIONALGENERALAGENTS



1

MARIAN SERTLER
SCHAUMBURG, IL



2

ROBERT JANEV
SCHAUMBURG, IL



3

JOSHUA DISHONG
TROY, MI



4

THOMAS VENA
PITTSBURGH, PA



5

MATTHEW PARKS
CLEVELAND, OH

JUNE

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	SGA
1	Marian Sertler	\$447,717	\$560,775		74.1	Sabrina Lloyd
2	Robert Janev	345,111	635,206		73.9	Sabrina Lloyd
3	Joshua Dishong	336,218	536,681		73.7	Zachary Hart
4	Thomas Vena	316,920	589,357		75.6	Simon Arias
5	Matthew Parks	314,455	642,234		73.8	Surace-Smith
6	Matthew Turnquist	221,328	367,236		76.0	Richard Correa
7	Brett Gryska	186,465	473,403		80.4	Durhon Oldham
8	Robert Kanaan	186,298	471,923		73.7	Imran Satti
9	Levar Morgan	183,404	531,473		78.9	Theodore Pappas
10	Corey Helly	177,158	299,517		77.0	Gigliione-Ackerman

ALL TIME RECORDS: \$980,159 1st 6 Mo Agt | \$1,435,508 Net ALP

YTD

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	SGA
*1	Joshua Dishong	\$1,974,159	\$3,156,867		73.7	Zachary Hart
*2	Robert Janev	1,684,837	2,605,917		73.9	Sabrina Lloyd
3	Marian Sertler	1,496,699	1,843,390		74.1	Sabrina Lloyd
4	Matthew Turnquist	1,466,104	2,180,469		76.0	Richard Correa
5	Thomas Vena	1,417,828	2,893,677		75.6	Simon Arias
6	Corey Helly	1,386,863	2,047,818		77.0	Gigliione-Ackerman
7	Brett Gryska	1,282,400	3,312,313		80.4	Durhon Oldham
8	Matthew Parks	1,248,017	2,999,362		73.8	Surace-Smith
9	Zach Otto	950,361	1,521,175		73.3	Sabrina Lloyd
10	Levar Morgan	917,008	2,374,260		78.9	Theodore Pappas

ALL TIME RECORDS: \$5,230,627 1st 6 Mo Agt | \$8,242,209 Net ALP



SABRINA LLOYD



RICHARD CORREA



IMRAN SATTI



KYLE JOHNSON



ERIC COCHRAN



COREY NEFF



TRAVIS MOODY



CISCO PEREZ

† Performance factor = (% F6 Mo Obj + % P6 Mo Obj) ÷ 2

Spotlight recognizes State General Agents in Categories I-VIII with minimum 10% Growth and 90% Performance Factor with retention or net to gross standard. YTD Winners for Categories I-VIII will be recognized at Convention by highest Performance Factor in excess of 100% and the YTD Spotlight number may not necessarily reflect that computation. SGAs must be in their current category a minimum of 6 months to compete for YTD awards.

TOP PERFORMANCE FACTOR



SABRINA LLOYD
Category I
161.2% Performance Factor



COREY NEFF
Category VI
196.6% Performance Factor



CISCO PEREZ
Category VIII
164.3% Performance Factor

Top three every month by performance factor.

JUNE

Category	PF†	F6M	F6M Obj	% F6M Obj	P6M	P6M Obj	% P6M Obj	Net ALP	% Growth	NTG	RET
I Sabrina Lloyd	161.2	\$662,262	\$490,000	135.2	\$307,090	\$164,000	187.3	\$969,352	135.3		73.3
Theodore Pappas	140.7	345,378	260,000	132.8	616,668	415,000	148.6	962,045	48.1		78.3
Zachary Hart	116.0	392,937	340,000	115.6	294,634	253,000	116.5	687,571	25.5		75.2
Altig-Orlovic	103.6	1,216,385	1,105,000	110.1	1,940,965	2,000,000	97.0	3,157,350	22.3		78.6
Giglione-Ackerman	101.0	359,426	350,000	102.7	293,856	296,000	99.3	653,282	32.1		75.8
Simon Arias	96.7	699,622	705,000	99.2	626,149	665,000	94.2	1,325,770	34.1		74.8
II Richard Correa	108.1	\$315,122	\$285,000	110.6	\$179,432	\$170,000	105.5	\$494,555	19.1		75.5
Cohen-Cohen	93.0	136,672	160,000	85.4	322,932	321,000	100.6	459,604	16.3		79.6
III Imran Satti	150.9	\$186,299	\$155,000	120.2	\$294,288	\$162,000	181.7	\$480,588	96.0		76.0
Matt Henderson	121.1	197,388	145,000	136.1	115,705	109,000	106.2	313,094	36.9		71.4
Josh Chalom	100.8	78,959	70,000	112.8	134,023	151,000	88.8	212,982	99.7		79.2
Laura Fisher	90.4	131,017	200,000	65.5	138,316	120,000	115.3	269,333	29.4		76.5
IV Kyle Johnson	116.4	\$115,241	\$120,000	96.0	\$71,087	\$52,000	136.7	\$186,328	25.7		71.8
Dustin Venekamp	113.3	99,704	100,000	99.7	105,371	83,000	127.0	205,075	129.0		72.6
Mathew Hart	111.4	115,510	120,000	96.3	96,144	76,000	126.5	211,654	54.6		74.9
Stephen Jubrey	99.7	95,478	90,000	106.1	69,983	75,000	93.3	165,462	46.6		74.8
V Eric Cochran	122.4	\$91,780	\$70,000	131.1	\$86,377	\$76,000	113.7	\$178,157	45.0		81.9
Brian Traboulay	99.5	72,800	80,000	91.0	72,404	67,000	108.1	145,204	12.6		71.9
VI Corey Neff	196.6	\$155,782	\$55,000	283.2	\$46,143	\$42,000	109.9	\$201,925	100.7		74.6
Daniel Umbertone	138.8	57,552	45,000	127.9	74,819	50,000	149.6	132,372	33.5		77.1
Albert Serur	137.4	63,424	45,000	140.9	77,683	58,000	133.9	141,107	47.8	86	
Tiffany Roland	100.1	53,982	45,000	120.0	45,766	57,000	80.3	99,748	11.5		78.7
Dorian Oldham	93.6	33,251	50,000	66.5	66,394	55,000	120.7	99,646	49.0		79.1
VII Travis Moody	143.8	\$52,080	\$45,000	115.7	\$72,204	\$42,000	171.9	\$124,284	44.9		76.9
Moswen Taylor	106.4	76,166	45,000	169.3	18,285	42,000	43.5	94,451	39.5		78.1
VIII Cisco Perez	164.3	\$76,909	\$35,000	219.7	\$36,989	\$34,000	108.8	\$113,898	46.1		74.0
Dorian Brown	134.9	51,317	45,000	114.0	32,705	21,000	155.7	84,022	136.1		75.6
Krista Thieme	118.0	57,725	26,000	222.0	3,648	26,000	14.0	61,373	115.1	83	
Christine Judge	102.3	22,394	26,000	86.1	30,776	26,000	118.4	53,170	131.3		73.4

YTD

Category	PF†	F6M	F6M Obj	% F6M Obj	P6M	P6M Obj	% P6M Obj	Net ALP	% Growth	NTG	RET
I Zachary Hart	112.8	\$2,290,092	\$2,040,000	112.3	\$1,721,915	\$1,518,000	113.4	\$4,012,007	45.0		75.2
Theodore Pappas	105.8	1,688,369	1,560,000	108.2	2,574,149	2,490,000	103.4	4,262,518	29.2		78.3
Giglione-Ackerman	104.8	2,455,705	2,100,000	116.9	1,644,858	1,776,000	92.6	4,100,562	35.7		75.8
Sabrina Lloyd	98.7	2,700,368	2,940,000	91.8	1,039,144	984,000	105.6	3,739,512	45.3		73.3
Altig-Orlovic	98.1	6,652,007	6,630,000	100.3	11,500,093	12,000,000	95.8	18,152,100	19.9		78.6
II Michael Vasu	115.0	\$1,373,530	\$1,440,000	95.4	\$1,616,562	\$1,200,000	134.7	\$2,990,092	43.4	91	
Durhon Oldham	99.7	1,279,772	1,320,000	97.0	2,035,528	1,986,000	102.5	3,315,300	13.9		80.5
III Laura Fisher	110.6	\$1,100,607	\$1,200,000	91.7	\$931,788	\$720,000	129.4	\$2,032,395	53.9		76.5
Matt Henderson	104.5	1,017,676	870,000	117.0	602,311	654,000	92.1	1,619,987	17.8		71.4
Joseph Diecedue	92.8	867,772	1,080,000	80.3	701,068	666,000	105.3	1,568,840	19.0		74.5
IV Dustin Venekamp	109.7	\$678,244	\$600,000	113.0	\$529,390	\$498,000	106.3	\$1,207,635	11.9		72.6
Mathew Hart	91.6	629,449	720,000	87.4	436,391	456,000	95.7	1,065,840	10.8		74.9
Ryan Giddens	90.9	539,629	720,000	74.9	282,001	264,000	106.8	821,630	14.5	87	
V Chad Deley	104.8	\$282,120	\$390,000	72.3	\$749,181	\$546,000	137.2	\$1,031,301	41.6		76.3
Eric Cochran	102.6	444,100	420,000	105.7	453,174	456,000	99.4	897,274	28.0		81.9
VI Albert Serur	126.4	\$375,951	\$270,000	139.2	\$395,441	\$348,000	113.6	\$771,392	49.7	86	
Corey Neff	116.9	487,386	330,000	147.7	216,902	252,000	86.1	704,288	53.9		74.6
Daniel Umbertone	112.1	274,622	270,000	101.7	367,503	300,000	122.5	642,126	40.2		77.1
Tiffany Roland	98.2	271,012	270,000	100.4	328,084	342,000	95.9	599,096	37.4		78.7
Dorian Oldham	96.9	297,168	300,000	99.1	312,787	330,000	94.8	609,955	14.0		79.1
VII Travis Moody	119.1	\$238,241	\$270,000	88.2	\$377,965	\$252,000	150.0	\$616,206	56.6		76.9
Moswen Taylor	113.6	391,945	270,000	145.2	206,854	252,000	82.1	598,798	96.9		78.1
VIII Cisco Perez	133.9	\$350,749	\$210,000	167.0	\$205,641	\$204,000	100.8	\$556,390	90.4		74.0
Dorian Brown	131.5	272,283	270,000	100.8	204,440	126,000	162.3	476,724	24.9		75.6
Erin Allen	108.6	298,418	156,000	191.3	40,435	156,000	25.9	338,854	N/A		76.1
Krista Thieme	96.7	254,826	156,000	163.4	46,985	156,000	30.1	301,812	91.6	83	
Kevin Davis	93.8	246,823	210,000	117.5	155,453	222,000	70.0	402,276	19.5		72.0
Christine Judge	93.2	103,196	156,000	66.2	187,454	156,000	120.2	290,651	59.3		73.4

CATEGORY I



1

MALKA ARONY
PHOENIX, AZ



2

JERMAINE MOORE
RIVERSIDE, CA

CATEGORY II



1

ROBIN ANDRADE
PHOENIX, AZ



2

FRAN CHRISTIE
WHITE ROCK, BC

CATEGORY III



1

ERICA DALAGER
LAKELAND, MN



2

ANNA GUIDO ROHRER
HAMILTON, OH

CATEGORY IV



1

DION DIZON
KAPOLEI, HI



2

SHANE KNOWLES
CAPE ELIZABETH, ME

TOPROOKIE



VANESSA DEAN
PASADENA, CA

ICEBREAKER



TOMMY FLYNN
SPOKANE, WA

TOPMANAGER



CARMELLA SWANSON
RANCHO SANTA MARGARITA, CA

PUBLIC RELATIONS CATEGORIES ARE AS FOLLOWS

CATEGORY	POPULATION
1	over 11,000,000
2	8,000,000 to 10,999,000
3	5,000,000 to 7,999,999
4	Under 5,000,000

ROOKIE: Reps with 2015 Hire Date
ICEBREAKER: Reps with 2016 Hire Date
PR MANAGER: Overall card growth at the end of the current month over previous year.

JUNE

Category	Rank	Cards	Location/Manager
I	1	Malka Arony	9,694 AZ/Jason Beckman
	2	Jermaine Moore	2,878 San Diego/Carmella Swanson
	3	Kathy Pappas	2,606 NY City/Brian Ryan
	4	Brenda Di Somma	2,451 NJ/Brian Ryan
	5	Rona Pileggi Spano	2,200 Chicago/Dawn Trudden
II	1	Robin Andrade	2,466 Mass & RI/Rosanna Gill
	2	Fran Christie	1,549 BC/Jacqueline Lowe
	3	Kimberly McGuire	1,375 ON/Jacqueline Lowe
	4	Lacy Martin	1,310 Houston/Christa Davis
	5	Mark Flemm	1,231 PA/Katherine Pratt
III	1	Erica Dalager	2,555 MN/Dawn Trudden
	2	Anna Guido Rohrer	1,599 S OH/Tami Williams
	3	Sandy Knapp	1,494 WI/Amanda Mlinaz
	4	Tommy Flynn	1,289 WA/Jason Beckman
	5	Shannon Bennett	1,023 Dallas/Christa Davis
IV	1	Dion Dizon	4,000 HI/Daryl Barnett
	2	Shane Knowles	1,871 ME & NH/Rosanna Gill
	3	Ken Altizer	1,611 WV/Tami Williams
	4	Sue Akers	1,481 NE/Cindy Cleary
	5	Lori Vaughn	1,031 OR/Jason Beckman
Rookie	1	Vanessa Dean	465 Los Angeles/Carmella Swanson
IceBreaker	1	Tommy Flynn	1,289 WA/Jason Beckman

ALL TIME RECORD: 18,960 Cards

MANAGERS: JUNE

Rank	Cards	Location/Manager
1	Carmella Swanson	12,649 Jason Beckman
2	Brian Ryan	3,001 Michelle Baxter
3	Rosanna Gill	2,310 Denise Gilbert
4	Daryl Barnett	2,118 Jason Beckman
5	Judy Spade	615 Michelle Baxter

YTD

Category	Rank	Cards	Location/Manager
I	*1	Malka Arony	18,863 AZ/Jason Beckman
	*2	Chuck Hill	12,567 NorCal & Reno/Jason Beckman
	3	Brenda Di Somma	11,977 NJ/Brian Ryan
	4	Al Wall	10,155 Toronto/Jacqueline Lowe
	5	Jessica Treybick	9,331 NY City/Brian Ryan
II	*1	Robin Andrade	11,036 Mass & RI/Rosanna Gill
	*2	David Scalisi	8,106 NY State/JT Tasker
	3	Fran Christie	8,065 BC/Jacqueline Lowe
	4	Kimberly McGuire	6,617 ON/Jacqueline Lowe
	5	Tracy Smith	6,267 NY State/JT Tasker
III	*1	Carl Zablony	8,101 NV/Jason Beckman
	*2	Erica Dalager	7,160 MN/Dawn Trudden
	3	David Blaisdell	6,778 TN & SW NC/Beth Farm
	4	Anna Guido Rohrer	5,831 S OH/Tami Williams
	5	Sandy Knapp	5,800 WI/Amanda Mlinaz
IV	*1	Robin Denham	8,215 KS & NW MO/Cindy Cleary
	*2	Randy Stockley	7,987 NL/Melissa Lively
	3	Michael Cooper	7,805 IA/Dawn Trudden
	4	Steve Orcheron	7,578 BC/Jacqueline Lowe
	5	Sue Akers	7,332 NE/Cindy Cleary

ALL TIME RECORD: 61,879 Cards — DENISE BOWYER

MANAGERS: YTD

Rank	Cards	Location/Manager
*1	Jacqueline Lowe	17,627 Laurie Onasch
*2	Cindy Cleary	13,941 Patti Morgan
*3	Brian Ryan	11,645 Michelle Baxter
4	John Keliher	10,734 Patti Morgan
5	Melissa Lively	6,184 Laurie Onasch

BONUS: JUNE

Sue Akers	Fran Christie	Viki Farr	Dee Hettinger	Nicole McCarthy	Cas Robinson	Randy Stockley
Ken Altizer	Cheryl Cook	Mark Flemm	Brett Hulme	Lisa McGee	Chas Robinson	Jessica Treybick
Donna Altshue	Michael Cooper	Tommy Flynn	Sandy Knapp	Kimberly McGuire	Gary Rothman	Bryan Uhl
Robin Andrade	Amanda Cross	Mark Gagliardi	Shane Knowles	Kevin McKeen	Rebecca Rozario	Leo VanDenBussche
Malka Arony	Becky Cutler	Susan Gilbert	Cindy Kunce	Pam Monetti	Irene Rurycz	Lori Vaughn
Ralph Beard	Erica Dalager	Laurie Gruber	Donna LaMontagna	Jermaine Moore	David Scalisi	Al Wall
Lisa Bennett	Travis Daniels	Lisa Guay	Timothy Leary	Tim O'Connor	Crystal Senour	Lisa West
Gabriela Berloni	Robin Denham	Anna Guido Rohrer	Larry Lozano	Steve Orcheron	Tracy Smith	Carl Zablony
Deborah Boles	Dion Dizon	Jeffrey Hapke	Dianna Lueke	Kathy Pappas	Brenda Di Somma	
Lou Nell Busby	Darrell Dorey	Jerry Hartnett	Lacy Martin	Nicole Pate	Rona Pileggi Spano	
Casey Cash	Vivian Dwyer	Krissa Hensley	Stephen Matous	Janis Pitts	Don Spohn	

WORLD'S GREATEST BONUS

1



\$10,762
Al Alkurd
Bob Olson

2



\$8,889
Mike Sukhbaatar
Daniel Umbertone

3



\$8,887
Michael van Delft
Imran Satti

4



\$8,100
Katie Massart
Altig-Orlovic

5



\$7,513
Mark Dushaj
Zachary Hart

JUNE BONUS LEADERS

PAYOUT: \$2,777,292

QUALIFIERS: 4,208

- \$10,762 Al Alkurd
- 8,889 Mike Sukhbaatar
- 8,887 Michael van Delft
- 8,100 Katie Massart
- 7,513 Mark Dushaj
- 7,258 Tomasz Mozdzierz
- 7,012 Bruce Tan
- 6,426 Matt McBride
- 6,065 Graciela Calderon
- 5,990 Tolmas Norbutaev
- 5,918 Tyler McKnight
- 5,897 Lee van Delft
- 5,861 Joseph Sarasin
- 5,806 Dario Messina
- 5,794 Mike Allen
- 5,654 Kaleiokamaile Viena
- 5,645 Alvin Ali
- 5,556 Joel Trask
- 5,526 Jordan Graham
- 5,458 Brooklyn Mims
- 5,412 Roghieh Hassan Loo
- 5,184 Adam Chesney
- 5,068 Shai Mate
- 4,872 Jared Spanbauer
- 4,863 Muhammed Ashraf
- 4,847 Daniel Hanson
- 4,841 Joey Sales
- 4,818 Ronald Rivera
- 4,755 Randy Souliers
- 4,669 Daniel Toshner
- 4,665 Melissa Martino
- 4,615 Mark Lomonaco
- 4,557 Alma Lozano
- 4,543 Joachim Jean
- 4,517 Joshua Rush
- 4,438 Corey Cox
- 4,424 George Kamel
- 4,407 Van Ortega
- 4,383 Aziz Farsakh
- 4,357 Sina Heak
- 4,273 Ifeanyi Ufondu
- 4,174 Aaron Chen
- 4,072 Paul Smith

- \$4,068 Matthew Zang
- 4,015 Easton Christensen
- 3,989 Tina Phongsavath
- 3,983 Jonathan Emura
- 3,982 Krystian Drozd
- 3,952 Myaa Fallon
- 3,946 Steven Sparkes
- 3,881 Phi Phan
- 3,799 Paul Angelopoulos
- 3,782 Jeremy Osborn
- 3,778 Ramy Ribahi
- 3,771 Ian Pickett
- 3,770 Fadi Nassar
- 3,766 Shome Brown
- 3,716 Maria Avila
- 3,703 Lucyna Szymanski
- 3,688 Jenny Alvarez
- 3,686 Renee Cunningham
- 3,660 Richard Carter
- 3,660 Demmerick Stevenson
- 3,627 Aliasha Stone
- 3,627 Erez Shabtay
- 3,611 Tiare Hubbard
- 3,610 Jared Rockway
- 3,590 Daniel Dobyns
- 3,565 Priscila Gonzalez
- 3,562 Elizabeth Garcia
- 3,431 Nikola Subotic
- 3,409 Jonathan Maust
- 3,376 Dwayne Nabors
- 3,357 Travis Picklesimer
- 3,357 Ryan Misner
- 3,347 Justin Germany
- 3,314 Douglas Clarke
- 3,303 Brandon Leonardo
- 3,262 Iwona Molec
- 3,261 Bethany Bambara
- 3,252 Lily Sakai
- 3,241 Steven Stensrud
- 3,221 Riley Peters
- 3,205 Daniel Marino
- 3,201 Max Quasem
- 3,154 Mahadai Kryshundayai

- \$3,149 Bradley Kampmeier
- 3,135 Joey Kennedy
- 3,120 Christal Hawthorne
- 3,101 Payman Ghaysari
- 3,094 Shawn Amick
- 3,086 Aaron Smith
- 3,080 Bryan Czajkowski
- 3,074 Alan Sedaghat
- 3,064 Kashala Guiden
- 3,061 John Cochrane
- 3,037 Samson Adelufosi
- 3,031 Shalom Chaimov
- 3,029 Michael Birmingham
- 3,011 Tasha Tucker
- 3,003 Denis Snyder
- 2,994 Lincoln Dziekonski
- 2,992 Rasmeiy Khim
- 2,990 Tina Nelson
- 2,987 Jose Rubio
- 2,954 Oleg Novitchii
- 2,941 Craig Strompf
- 2,912 Elba Vargas
- 2,910 Heather Rettura-Lowrey
- 2,908 Autumn Wright
- 2,908 Gladys Puniani
- 2,871 Aleisha Sampson
- 2,864 Henry Ingraham
- 2,854 Corey Kuback
- 2,850 Matthew Castelli
- 2,845 Juliana Botero
- 2,845 Edy Haddad
- 2,840 Michael May
- 2,819 Kelly McDonald
- 2,816 Stephanie Novel
- 2,802 Kevin Ishikane
- 2,797 Djenabou Diallo
- 2,794 Vassilios Katos
- 2,793 Christopher Hungay
- 2,793 Andrew Hyman
- 2,786 Kaylee Kielczewski
- 2,775 Benjamin Ainscough
- 2,758 Martuan Sample
- 2,748 Samaris Gener

- \$2,746 Jon Golin
- 2,745 Dean Jensen
- 2,740 Yamid Mendoza Sanchez
- 2,723 Yadollah Pourjalali
- 2,723 Joshua Yurinko
- 2,705 Monika Michniak
- 2,688 Daisy Grimes
- 2,686 Hunter Houvener
- 2,683 Igor Melcharek
- 2,676 Brian Jerome
- 2,672 Paul Campbell
- 2,672 Richard Sidoti
- 2,663 Jorge Leon
- 2,654 Janice Moseyckuck
- 2,631 Natasha Desbrien
- 2,596 Chaz Hutcherson
- 2,591 Maria Ramirez
- 2,563 Calvin Irving
- 2,562 Rosita Tumpap
- 2,546 Darius Rowan
- 2,538 Logan Klink
- 2,534 Michael Clements
- 2,531 Harvey Quinn
- 2,529 Roxanne Adu-Gyamfi
- 2,512 Aryeh Freedman
- 2,508 Bria Roberts
- 2,482 Demetrice Parker
- 2,478 Corey LaVigne
- 2,472 John Catalano
- 2,462 Daniel Perkins
- 2,460 Ashley Bodnar
- 2,454 Nathalie Kanzi
- 2,449 Steven Litchfield
- 2,449 Erna Gasanin
- 2,439 Brett Maurice
- 2,438 Alma B Gonzalez
- 2,431 Brandon Cooley
- 2,430 Geoffrey Quigley
- 2,420 Ross Ewen
- 2,417 Kory Louvelle
- 2,414 Ruben Soberanes
- 2,413 Samvel Tigranyan
- 2,412 Andrew Chambers

- \$2,408 Timothy Cruise
- 2,406 Jesus Tolentino
- 2,393 Timothy Conn
- 2,392 Sean Thormann
- 2,389 Ranjana Chopra
- 2,388 Daniel Li
- 2,379 Tanya Padilla Jara
- 2,364 Brian Lefew
- 2,356 Brandon Foster
- 2,348 Andrew Moser
- 2,346 Maria Medeles
- 2,341 Daniel Chousa
- 2,335 James Bailey
- 2,330 James Clark Jr
- 2,320 Eric LaBossiere
- 2,314 Christina LaPlant
- 2,301 Bryan Juskiv
- 2,282 Nicholas Scordos
- 2,279 Tiffany Babin
- 2,271 Jeffrey Espinal
- 2,271 Cherril Howard
- 2,270 Massoud Vaziri
- 2,265 Kyle Schroeder-Gumicz
- 2,264 Roxanne Adu-Gyamfi
- 2,261 Laurekins Pardovani
- 2,259 Shane Slone
- 2,259 Tevita Tupouniua
- 2,251 Frank Kacvinsky
- 2,250 Julie Arahamian
- 2,249 Ed Offert
- 2,246 Nathaniel Richards
- 2,231 Nathalie Kanzi
- 2,230 George Lahamedjian
- 2,226 Jennifer DeMartino
- 2,224 Ellen Schultz
- 2,208 Derek Theriault
- 2,198 Timothy Penso
- 2,194 David Hrobochak
- 2,188 Richard Millington
- 2,187 Jeremy Schroeder
- 2,187 Elaine O'Neill
- 2,185 Ashleigh Clapper
- 2,174 Belaid Belkaid

- \$2,173 Svyatoslav Stefanysyn
- 2,171 Muhammed Hassen
- 2,148 William Parmeter
- 2,145 Dustin Dunbar
- 2,144 Susan Haas
- 2,141 Nadejda Peca
- 2,140 Chase Hrivnak
- 2,137 Brandon Thompson
- 2,132 Jordan Warner
- 2,131 Joseph Corwin
- 2,129 Benton Tong
- 2,125 Kristi Vang
- 2,122 Bechir Abboud
- 2,114 Erik Graham
- 2,110 Matthew Obringer
- 2,108 Michael DeGiovanni
- 2,106 Maxo Tanis
- 2,104 Barry Eberhardt
- 2,103 Danielle Tucci
- 2,098 Zindora Crawford
- 2,092 Marcus Martin
- 2,089 Cameron Howat
- 2,085 Catherine Curtis
- 2,084 Mark Lahijani
- 2,080 Lucio Herrera
- 2,077 James Buch
- 2,073 Francesca Velti
- 2,068 Susan Scott
- 2,064 Celeste Dongell
- 2,063 Erin Noyd
- 2,058 Lisa Chesney
- 2,054 Romona Afamasaga
- 2,048 Laaina Havea
- 2,046 Avalon McLeod
- 2,045 Jesusdieu Portilus
- 2,038 Benjamin Wschler
- 2,032 Jean-Serge Mary
- 2,030 Lyubomyr Stefanysyn
- 2,027 Timothy Blackburn
- 2,022 Robert Adrahtas
- 2,022 Sophony Jorvelus
- 2,018 Nedal Kawash
- 2,017 Jamond Veals

- \$2,016 Felicia Steele
- 2,013 Christabel Omelas
- 2,009 Yvette Mompont
- 2,008 Stephanie Baker
- 1,994 Anallyn Ordonez
- 1,984 Mark Tusing
- 1,981 Tamara Harvey
- 1,980 Steve Marker
- 1,976 Helen Taylor
- 1,975 Richard Bentley
- 1,974 Elliott George
- 1,974 Kamal Tayyib
- 1,974 Mack Hanna
- 1,968 Kyle Butler
- 1,968 Alfred Uipa
- 1,958 Deonte Jones
- 1,958 Michel Lavelanet
- 1,953 Dustin Edgell
- 1,948 Timothy Bugge
- 1,943 Nico Baldelli
- 1,943 Youssef Jardaneh
- 1,939 Joseph Kanaan
- 1,937 Claire Morgan
- 1,936 Daniel LaFontaine
- 1,935 David Rigney
- 1,931 Daniel Bean
- 1,930 Constance Tuiteleleapaga
- 1,930 Timothy Begley
- 1,928 Bionka Humphries
- 1,925 Christopher Botelho
- 1,922 Christine Moore
- 1,917 Matthew J Miller
- 1,916 Brendan Bradfield
- 1,915 Bradley Christiansen
- 1,909 Simon Carrier
- 1,906 Eric McKee
- 1,904 Ala Awad
- 1,902 Amber Hancock
- 1,902 Marco Camire
- 1,899 Nicholas Forrest
- 1,890 Blake Tomblin
- 1,889 Melissa Losk
- 1,884 Sara Rostamjalilian
- 1,878 Felipe Machado-Santanna
- 1,877 Susan Haas
- 1,874 Jagdish Sukhu
- 1,874 Dylan Johnson
- 1,871 Ashley Conte
- 1,867 Yvette Nelson
- 1,865 Adam Wolcott
- 1,862 Aaron Parks
- 1,852 Adrain Alfred
- 1,850 James Bailey
- 1,848 Asner Saintima
- 1,845 Adrian Danewicz
- 1,838 Lora Beronja
- 1,834 Lleiison Martinez
- 1,826 Ryan Witham
- 1,825 Elizabeth Goldsberry
- 1,824 Austin Soboleski
- 1,820 Lorraine Manhard
- 1,818 Darian Fougere-Foran
- 1,809 Abena Edwards
- 1,801 Matthew Bell
- 1,799 Ryan Fogel
- 1,794 Terrence Smith
- 1,792 Shanita Ellmers
- 1,791 Daniel Bienias
- 1,791 Jacques Jean-Francois
- 1,789 Alexandra Berberich
- 1,781 Evelin Castro-Sharif
- 1,780 Pablo Zetina
- 1,774 Kenneth Preston
- 1,774 Peter Kaplanis
- 1,770 Gerald Dodson
- 1,766 Pascal Theriault
- 1,765 Amelia Moeaki
- 1,760 Phillip Waisman
- 1,751 Robin Delahoussaye
- 1,750 Mary Ngwazini
- 1,749 Connor Seemann
- 1,748 Shelby Poston
- 1,748 Keenan Taylor

- \$1,744 Maryna Semenova
- 1,741 Marisha Sommerville
- 1,741 David Bilotti
- 1,740 Travis Stucki
- 1,736 Candice Stuckey
- 1,722 Devon Justice
- 1,722 Kaela Teilhaber
- 1,720 Tanya Kuzmenko
- 1,718 Jocelyn Villa
- 1,716 Rawad Elghadban
- 1,713 Jaclyn Finafrock
- 1,712 Wilmer Jimenez
- 1,712 Andrew Bogeas
- 1,711 Nicole Khochaba
- 1,705 Miles Washington
- 1,697 Robert Ulreich
- 1,695 Phillippe Godin
- 1,695 Eric Snyder
- 1,694 Jacob Rochefort
- 1,693 Omar Torres
- 1,691 Cherri Xie
- 1,691 Kimberly Barrett
- 1,686 Raynaldo Lafontant
- 1,686 Rebecca Sheffer
- 1,686 John Lamere
- 1,684 Kehinda Pryor
- 1,682 Tiffany Harmouche
- 1,680 Natalie Soboleva
- 1,677 Jacqueline Frye
- 1,677 Robert Pawlewicz
- 1,675 Kyle Church
- 1,675 Tarek Elabasy
- 1,673 Brielle Killian
- 1,668 Bryan Fronberger
- 1,658 Steve Surace
- 1,658 Adem Abdula
- 1,654 Amanda Harris
- 1,652 Ashley Rust
- 1,649 Fida Yasin
- 1,646 Matthew Taylor
- 1,646 Wislaine Laurent
- 1,646 Jimmy Riley
- 1,644 Karima Hartani
- 1,642 Carlos Arballo
- 1,640 Talib Booker
- 1,637 Nikki Miner
- 1,635 Sally Wilson
- 1,626 Darrin Roberts
- 1,622 Jesse Medina Nunez
- 1,621 Daymon Green
- 1,619 Diana Henry-McCool
- 1,615 Mary Franklin
- 1,614 Courtney Basil
- 1,614 Michael Steimle
- 1,612 Robert Weaver
- 1,605 Mark Maddocks
- 1,598 Matthew Wolfanger
- 1,596 Jamie Tan
- 1,595 Phillip Munsey
- 1,584 Naideen Floure
- 1,583 Matthew Cessna
- 1,581 Peter Davis
- 1,581 Miranda Campbell
- 1,579 Brian Melvin
- 1,579 Noel Rose
- 1,577 Leticia Fields
- 1,574 Katrina Ricks
- 1,574 Paul DiVincenzo
- 1,574 Timothy Copenhagen
- 1,572 Lawrence Hauck
- 1,572 Vanina Bonanno
- 1,570 Colton Gould
- 1,563 Julieth Tellez
- 1,560 Shane Carlson
- 1,557 Michael Mallia
- 1,556 Randall Johnson
- 1,553 Marcia McDuffie
- 1,551 Stephanie Coates
- 1,549 Roberto Navarro
- 1,546 Daniel Clemons
- 1,541 Alden Okamura
- 1,540 David Schanuel
- 1,533 Bruce Viaje

- \$1,531 Patricia Colon
- 1,531 Genilyn Bertoli
- 1,526 Harold Durana
- 1,525 Brian Hess
- 1,523 Eugueni Ganin
- 1,521 Alain Abaya
- 1,519 Robert Granzow
- 1,519 Charles Carroll
- 1,517 David Januzzi
- 1,515 Todd Sowell
- 1,512 Zachary Lakatos
- 1,508 Robert Young
- 1,508 Wioleta Kosowska
- 1,508 Carmela Pellen
- 1,506 Jesse Wilson
- 1,506 Benjamin Van Fossen
- 1,505 Scott Remmey
- 1,502 Bryan Robinson
- 1,501 Lee Burg
- 1,496 Howell Smith
- 1,495 Deanna Hancock
- 1,493 Mackenzi Thomas-Chmara
- 1,492 Anthony Sava
- 1,488 Sean Sperazza
- 1,487 Thomas Goulbourne
- 1,483 Jackie Okimoto
- 1,481 Anna Senra
- 1,480 Monique Gatica
- 1,475 Jessica D Smith
- 1,473 Dylan Dengelegi
- 1,473 Rebecca Stern
- 1,473 Gregory Helm
- 1,472 Tammy Ngo
- 1,471 Jaclyn West
- 1,470 Delroy Phang
- 1,466 John Lyons
- 1,466 Anna Kuczynska
- 1,466 Luis Miranda
- 1,460 Kache Adrian
- 1,460 David Ramirez
- 1,458 Rubin Chaimov
- 1,458 Alexander Odita
- 1,457 Tony Ardiies
- 1,456 Lisa Gomez
- 1,453 Curtis Henderson
- 1,452 Casandra Carter
- 1,450 Christopher Ross
- 1,445 Sarah Dulany-Gring
- 1,445 Badr Elkousy
- 1,442 Colin Ghee
- 1,442 Patrick Donovan
- 1,439 Sara Catlin
- 1,436 Brian Cabral
- 1,433 Charles Roy
- 1,429 Christine Wood
- 1,429 Wyatt Storm
- 1,427 Shaefer Pacada
- 1,424 Derek Swanier
- 1,422 Bennett Smith
- 1,416 Bernadette Casciato
- 1,415 Bilal Farsakh
- 1,414 John Turner
- 1,414 Justin Diaz
- 1,412 Steven Barton
- 1,412 Kimberly Alston
- 1,412 Stephanie Brockman
- 1,409 Abbas Abdul-Khaliq
- 1,409 Tasha Jones
- 1,406 Courtney Lowry-Hamzeh
- 1,405 Michael J Porter
- 1,405 Travis Vaughn
- 1,404 Nuzha Daadouch
- 1,402 Billi Jo Hawkins
- 1,399 Venita Allen
- 1,397 Jorge Alvarez
- 1,397 Jose Garcia
- 1,393 Jeffrey Spanaus
- 1,392 Edwin Cuevas Quinones
- 1,391 Lisa Jones
- 1,388 Noor Salah
- 1,384 Larrin Orellana
- 1,380 Daniel Souza
- 1,378 Kaela Ancheta

- \$1,377 Brock Lampee
- 1,375 Michael Bayger
- 1,373 Virakbot Oung
- 1,368 Dina Boghdady
- 1,368 DeAnthony Hartman
- 1,367 Schuyler McCabe
- 1,365 Elifranc Deus
- 1,364 Susan Cousineau
- 1,364 Lindsey Dettwiller
- 1,362 Alvin Barrios Aldana
- 1,361 Joseph White
- 1,359 Steven Ostroth
- 1,359 Charles Adkins
- 1,357 Thomas Gunn
- 1,356 Levi Porto
- 1,355 Derron Alexander
- 1,354 Matthew Larkins
- 1,351 Justin Allain
- 1,351 Joanna Buszydlo
- 1,350 Jacinta Leonardo
- 1,349 Raymond Angeles
- 1,347 Bryon Eddinger
- 1,346 Dilushi Perera
- 1,345 Andres Romero
- 1,344 Thomas Huynh
- 1,344 Tara Haughney
- 1,343 Martial Slater
- 1,341 Lineti Pasikala
- 1,341 Nicole Musto
- 1,340 Ryan Vance
- 1,338 Ryan Vannoy
- 1,338 Amadeius Cheadle
- 1,336 Ikram Alshobaki
- 1,335 Jeffrey Hudson
- 1,334 Jessica Liles
- 1,332 Kasali Kotun
- 1,332 Mariam Hall
- 1,331 Hakan Ozalpasan
- 1,331 Spencer Nichols
- 1,327 Jermelee Wilson
- 1,327 Martin Galindo
- 1,327 Kailey Gillen
- 1,325 Daniel Foore
- 1,323 Bradwell Weigand
- 1,322 Paul Helling
- 1,322 Reisha Felix
- 1,320 Craig Clever
- 1,318 Christopher Rose
- 1,317 Lesina Ah Sue
- 1,315 Mariela Luis-Rios
- 1,315 Peter Comstock
- 1,315 Randall Smith
- 1,312 Henrietta Taylor
- 1,433 Charles Roy
- 1,429 Christine Wood
- 1,429 Wyatt Storm
- 1,427 Shaefer Pacada
- 1,424 Derek Swanier
- 1,422 Bennett Smith
- 1,416 Bernadette Casciato
- 1,415 Bilal Farsakh
- 1,414 John Turner
- 1,414 Justin Diaz
- 1,412 Steven Barton
- 1,412 Kimberly Alston
- 1,412 Stephanie Brockman
- 1,409 Abbas Abdul-Khaliq
- 1,409 Tasha Jones
- 1,406 Courtney Lowry-Hamzeh
- 1,405 Michael J Porter
- 1,405 Travis Vaughn
- 1,404 Nuzha Daadouch
- 1,402 Billi Jo Hawkins
- 1,399 Venita Allen
- 1,397 Jorge Alvarez
- 1,397 Jose Garcia
- 1,393 Jeffrey Spanaus
- 1,392 Edwin Cuevas Quinones
- 1,391 Lisa Jones
- 1,388 Noor Salah
- 1,384 Larrin Orellana
- 1,380 Daniel Souza
- 1,378 Kaela Ancheta

- \$1,261 Tonya Bailey
- 1,261 Michael Baguer
- 1,261 Nathan Montgomery
- 1,260 Eric Salado
- 1,260 Eugene Kashkin
- 1,259 Lukas Bohlander
- 1,254 Antonina Cuevas
- 1,253 Orett Nelson
- 1,253 Kelli Higgins-Jones
- 1,253 Henry McCormick
- 1,250 Kristin Campbell
- 1,249 Laura Frew
- 1,249 Kathleen Wade
- 1,249 Thomas VanOsdol
- 1,249 Nicholas Triantafyllidis
- 1,248 Joshua Datko
- 1,247 Moona Shehadeh
- 1,246 Lynn Doolittle
- 1,246 James Laster
- 1,241 Megan Johnson
- 1,241 Christian Craig
- 1,235 Valeria Flores
- 1,233 Daniel Gellino
- 1,231 Julia Loboda
- 1,231 Elena Protosenko
- 1,230 Peer Shmelzer
- 1,229 Adam Henton
- 1,229 Jessica Boss
- 1,228 Charles Floyd
- 1,227 Daniel Hagen
- 1,227 Brian Kearney
- 1,220 Mario Frios
- 1,218 Rachael Allenby
- 1,217 Justin Wolff
- 1,217 Holly Simpson
- 1,216 Crystal Session
- 1,214 Robert Dowe
- 1,213 Heather Gunter
- 1,213 Ryan Thomas
- 1,210 Anthony Mendoza
- 1,210 Thomas Farrell
- 1,208 Casey Devlin
- 1,208 Christopher Muraca
- 1,200 Pablo Solis
- 1,200 Jennifer Holliday
- 1,197 Mayra Robles
- 1,197 Auston Mavrak
- 1,195 Michael Dabney
- 1,192 Michael Spann
- 1,191 Anthony Chirico
- 1,191 Peter Comstock
- 1,190 Brandon Schweitzer
- 1,190 Chris Samuel
- 1,190 Seneca Perry
- 1,189 Rochelle Whittle
- 1,187 Joel Nunez
- 1,184 Carlton Mack
- 1,183 Sonja Crasler
- 1,181 Kenan Hyseni
- 1,181 Alexandria Hogg
- 1,181 Ryan Landmark
- 1,179 Alejandro Pineda
- 1,179 Katie Tu
- 1,179 Christopher Bennett
- 1,178 Alex Smith
- 1,177 Dominique Gibson
- 1,177 Ngan Pham
- 1,175 Gloria Mendoza
- 1,173 Diana Prieto Bonilla
- 1,172 Adam Peters
- 1,160 Tiffany McGraw-Legere
- 1,159 Christopher Lenahan
- 1,158 Matthew Melhorn
- 1,158 Cristi Huffman
- 1,157 Daniel Martinsen
- 1,156 Yuriy Kosovan
- 1,154 Saul Lopez
- 1,152 Dominic Telymonde
- 1,151 John Jefferson
- 1,150 Oscar Cardoza
- 1,149 Ashley Flood
- 1,148 Odilia Goulart
- 1,147 Temesghen Starr
- 1,147 Jeffrey Hall

- \$1,147 Alan Fricke
- 1,146 Leah Unzicker
- 1,143 Jennifer Coen
- 1,142 Colin Henry
- 1,142 Kerry Zorns
- 1,141 James Keefer
- 1,138 Michael Botond
- 1,137 Jaycob Stewart-Givens
- 1,133 Sagra Mishra
- 1,133 Tobe Pope
- 1,132 Tammie Hartman
- 1,132 Pedro Rodriguez
- 1,132 Joaquin Santos
- 1,129 Maribel Capilla
- 1,127 Deborah Paredes
- 1,126 Azim Soman
- 1,125 Thomas Christensen
- 1,125 Michele Meade
- 1,124 Amarillys Haupt
- 1,123 Matthew Wilson
- 1,121 Sergio Bolonos Martinez Jr
- 1,120 Paul Torman
- 1,120 Raphael Jaras-Dunfey
- 1,116 Dylan Farmer
- 1,115 Anika Daniels
- 1,115 Taylor McGraw
- 1,113 Darrell Ballard
- 1,112 Tachane Joseph
- 1,112 Casey Willis
- 1,112 Denzel Banford
- 1,111 Zachery Kertulis
- 1,110 El Faught
- 1,110 Anthony Burke
- 1,109 James Weir
- 1,109 Luz Cruz
- 1,108 Holly Bonhorst
- 1,107 Ker Roberts
- 1,107 Jeanette Caputo
- 1,105 Amy Shui
- 1,105 Jamie Allen
- 1,105 Jonathan Frigola
- 1,101 Erika Nuckolls
- 1,100 Rose Nelson
- 1,099 Alicia Mancuso
- 1,099 Alex Mackay
- 1,097 Courtney Stroud
- 1,097 Monica Dollins
- 1,096 Sean Gillespie
- 1,095 James P Clark
- 1,095 Carla Lindsey
- 1,093 Brian MacDonald
- 1,092 Naazneen Esmaeli
- 1,091 Mark Morrison
- 1,090 Timothy Moody
- 1,090 Dennis Lovett
- 1,089 Lori Frederick
- 1,088 Jeremie Parham
- 1,087 Scott Hanna
- 1,086 Seth Tuft
- 1,086 Clarissa Armstrong
- 1,084 Alex Miller
- 1,084 Bernie Thompson
- 1,083 Skylar Chauvin
- 1,081 Nina Sloan
- 1,081 Kyle Giczkowski
- 1,076 Gillian Rogers
- 1,075 Manuel Matos
- 1,074 Sonia Tynner
- 1,073 Taylor Thomas
- 1,073 Erika Torres
- 1,073 Jeremy Jackson
- 1,073 Kamillah Brock
- 1,073 Travis Kovach
- 1,070 Anthony Ferguson
- 1,069 Alicia Nieman
- 1,068 Mark Yarin
- 1,065 Danita Jones
- 1,064 Erik Boh
- 1,064 Evan Angers
- 1,063 Maria Fe Abad-Barte
- 1,063 Dylan Sylvestri

\$ 1,063 Antonio Denino
1,061 Paul Hansen
1,061 Gregory Cumberland
1,060 Steven Misiano
1,060 Mark Williams
1,060 Christopher Kopietz
1,058 Brenda Tellez
1,058 Tyler Moore
1,058 Nadezhda Vitchev
1,055 Sam Chan
1,053 Zollette Hooks
1,052 Jay King
1,052 Jerome Rush
1,052 Randall Green
1,052 Alyssa Quattrucci
1,051 Christopher Hintz
1,047 James Jackson
1,046 Marc Demilia
1,046 Richard Barbour
1,046 Michael Barahona
1,045 Fariba Darvishzadeh
1,043 Karen Fleming
1,043 Ray Salmon
1,043 Craig Arakawa
1,042 Wesley VanWinkle
1,042 John Benoit
1,041 Phillip Spicer
1,039 Britanny Trotter
1,039 Stacy Solomon
1,039 Olga Tsybal
1,038 Marzuwoa Brown
1,038 Ashley Gatewood
1,036 Austin Yeoman
1,035 Anthony Iovino
1,034 Steve Mersan
1,034 Terrell Milton
1,031 Jonathan Johnson
1,031 Walter Calvin
1,028 Harold Sisneros
1,028 Wilfrido Martinez
1,027 Zachary Bradshaw
1,027 Georgena Sample
1,026 Mark Mason
1,022 David Saidman
1,021 Patrick Potts
1,018 Michelle Lawson
1,017 Evelyn Howell
1,016 Patricia Lambert
1,016 Lee Goldman
1,016 Steven Trattar
1,015 Jeremiah Acosta
1,014 Marvin Fox
1,011 Sunnie McRee
1,011 Cynthia Riddle
1,009 Oscar Garcia-Gamez
1,009 Eli Doumit
1,008 London Nelson
1,007 Denis Gray
1,007 Ryan Ohm
1,007 Vanessa Delery
1,006 Monica McKinney
1,006 Mark Hart
1,006 Paul Smoley
1,006 Monn Ung
1,004 Ziad Afouallah
1,003 Aaron McEntire
1,003 Ryan Trimble
1,001 Ernest Patterson
1,000 Cameron Bell
999 Karen Lamey
999 Sharon Green
998 Murray Nagler
997 Vojstva Shqutaj
995 Funmilola Elumade
994 Candace Dillon
993 Timothy Scee
993 Karen Riordan
990 Kareem Mutia
988 Mike Paragiou
988 Jacob Carlson

\$ 984 Omar Fernandez
982 Paul Everett
981 Gregory Hayman
980 Mohannad Mekawy
980 Stevens Robillard
980 Donald Gregoire
979 Jonathan Russell
978 Bria Cooper
977 Larissa Anderson
975 Jeffrey Witherall
975 Devin Phillips
973 Brandon Minor
971 Nickoy Hylton
971 Joshua Fox
970 Brandon Berger
969 Violetta Goldman
968 Cory Dunstan
968 Levi Nicolai
968 Elena Riley
967 Waleah Salah
965 Emanuel Jimenez
965 Jennifer Reed
964 Ekaterina Andreeva
962 Sharon Manning
961 Britni Bishop
958 Michael Bolda
958 Jacob Smith
957 Michelson Aristhyll
956 Joseph Quintons
954 Alan Arellano
953 Bret Hamlin
953 Bobbi Wiatr
950 Godwin Akpata
950 Meghan Penberg
949 Viktoriya Ramirez-Meraz
948 Daniel Montoya
945 Vaikona Finau
944 Kyle Alden
943 Sierra Thomison
942 Monserrat Martinez
942 Edmaggie Myrthil
942 Derek Wright
941 Stephen Giordano
941 Richard Gaffney
941 Edward Nguyen
940 Brian Pace
939 Monika Moeck
938 Michael Jenkins
936 Cheetara Austin
934 Andrew Bishop
934 Victor Rivera
934 Thomas Prather
932 Vincent Hill
931 Michael LaVolpe
931 Barkley Collinson
931 Matthew Rodriguez
931 Jordan Montgomery
928 Joshua Walker
927 Frederick Noel
927 Amber McBride
927 Vera Leus
926 Brandon Denesniuk
925 Thames Nolan
924 Luc Do
924 Erica Simpson
922 Jarret Lane
920 Kelley Boone
920 Kaili Anderson
919 Major Clary
919 James Lipsey
916 Bradley Torres
916 Kathrine Fedorov
915 Corbin Roberts
915 Colin Quigley
915 Zachary Whipple
915 Hector Guzman
914 Andy Dorf
913 Hugo Flores
913 Travis White
912 Lisa Kahan

\$ 912 John Garry
908 Karla Petatan
908 Joshua Peters
907 Tamecia Williams
907 Mia Montgomery
907 Brian Thai
906 Deante Young
905 Shelbi Sofranko
905 Marcus Rios
904 Chris La Fond
904 Arthur Kicknosway
903 Andrew Lara
902 Dennis Stewart
901 Karen Sessing
900 Alfonso McClinton
899 Kimberle Spooner
898 Emana Lukac
896 Callie Clark
895 Heydy Javier
894 John Bernet
891 Nikita Nicholas
891 Christopher Leasure
891 Robert Kupcha
890 Ryan Tomajick
890 Natalie Cortez
890 Danielle LaBarbera
889 Sheena DeRocker
889 Paul McGuinness
888 David Duddy
887 Dillon Kempen
887 Jacob Harvey
886 Ryan Basile
886 Ibrahima Sakho
886 Minh Phung
886 Danny Favreau
885 Sung Oh
884 Clayton McCaw
884 Patrick Ngangyouch
884 Tichounchui
883 Jonathan DuPre
883 Tonya Stringer
882 Samiuela Vaea
882 Zachary Hansen
881 Brandon R Baker
880 Joya Gregory
879 Issac Estrada
879 Brandy Maynes
878 David Watkins
877 Aleksandr Lomakin
876 Alexis Pineiro
876 Theresa Young
876 Sarah Vacheresse
876 Christopher Beveridge-Calvin
875 Larry Finch
875 Carlos Frazier
874 Mary Perinpanayagam
874 Lisa Martin
874 Amanda Hilliard
873 Joseph Tomanovich
873 Samy Jacques
873 Nicholas Wood
873 Joseph Milani
872 Janelle Beckford
872 Luc Do
870 Rylee Duncan
869 Mary Robinson
868 Asad Ahmed
868 Danielle Dhaiti
867 Dominique Lrette
865 Tre Hoopai-Acang
864 Shannon Spears
864 Christian Quinn
864 Aaron Voege
864 James Pirie
863 Patrick Marsh
863 Michelle Cleveland
863 Bill Myatt
862 Andrew Schwartz
809 Amanda Westerfield
808 Jill Borne
858 Connie Arnould

\$ 856 Mitchell Raab
854 Patrick Vuyanch
854 Samuel Robertson
854 Sharon House
853 Mackenzie Bragg
853 John O'Neal
853 Megan Barnhill
853 Jacob Vargas
853 Britanny Smart
852 Zachary Lowman
851 Adrian Morfin
851 Matthew Simonson
850 Mark Bishop
850 Zane Krizman
848 James Franklin
847 Joshua Lenix
847 Katrina Plewinski
847 Addison Ward
847 Tyler Mabry
847 James Jones
846 Elvis Kazungu
846 Christopher McFoy
844 Al-Karim Walji
844 Michelle Olin
843 Joanne Cruz
842 Elcar Buhay
840 Albert Olesko
839 Dean Gushi
839 Alan Teigen
839 Scott Florin
839 Patrick Goll
838 Melanie Gonzalez
838 Lorena Barriere
838 Catherine Phelan
837 Jessica M Smith
837 Sung Oh
837 Aaron Ybarra
836 Amelia Price
834 Carlos Garcia
834 Johnny Remy
833 Michelle Wagner
832 Elisabeth Bazanac
831 Barney Browner
831 Brandon R Baker
827 Jermaine Green
826 Alexis Simpson
826 Jason McVett
826 Daniel Johnson
826 Rhema Flowers
825 Tyson Dellasilva
823 Amy Baird
823 Steven Augustine
823 Jesse Nightingale
822 Delores Aguilera
822 Jorge Gonzales
822 Nicholas Walsh
821 Devin Husband
820 James Merriman
819 Kalam Muttalib
818 Debra Sandstrom
818 David Herchick
818 Kevin Ness
818 Nicole Bromley
817 Brandon Cao
817 Rebecca Jean
816 Keith Booker
816 Clinton Kerbs
816 John Adams
814 Joshua Broadhead
814 Vishwanath Sankaran
813 Melanie Ryan
812 Vinea Moore
812 Corina Araujo
811 Sharde Miller
811 Ghina Malaney
811 Robert Ford
810 Michael Ruggieri
809 Amanda Westerfield
808 Jill Borne
808 Rafael Rivera

\$ 806 Loraine Patterson
806 Andrea Kessler
806 Lindsay Maring
806 Johana Fartouh
806 Alejandro Gonzales
806 George Taramas
804 Jesse Martin
804 Daniella Bermudez
803 Angela Brown
803 Ryan Kendl
802 Sydney Normand
802 Siraj Saunders
799 Sharron Taylor
798 Alexus King
796 Nicole Goleski
796 Maya Simmonds
795 Ericka Martinez
794 Lindsay Walker
794 William Tompkins
793 Linda White
793 Alfred Hogg
792 Pa Yang
791 Julia Perez
791 Rayleen Kama
787 Hannah Linderholm
787 Michael Cooper
786 Nathan Rudge
786 April Manalis
786 Janice Medina
786 Benjamin Chertok
785 Horace Johnson
784 Zachary Stocum
783 Taryn McArthur
783 Peighton Whaley
783 Badum Maaloo
782 Amanda Almanza
782 David Butterfield
781 Risa Moniz
781 Maurice Coleman
781 Matthew McCall
780 Troy Williams
779 Daniel E Austin
778 Jett Barnes
778 Agatha Safford
777 Sesilia Otufangavala
777 Brenda Warren
777 Cesar Garza
776 Michael Bell
776 Robert Ward
776 Jean Cobbs
775 Tabitha Witherell
775 Jonni Ng
775 Glenda Crump
774 Jordan Lacy
773 Julietta Young
773 Shawntae Collins
772 Vanessa Bumpus
771 Derek Marshall
769 Sarosh Qureshy
769 Rawlin Kuhar
768 Gabriel Manzo
765 Anne Wilson
765 Clive Botham
765 Kenneth Ward
765 Terra Matlock
764 Dwight Dube
763 Candi Carlisle
763 Daphne Williams
763 Ashlie White
762 Robert Craig
762 Halena Khan
762 Maggie Rhodes
762 Paramjit Sangha
760 Akeem Provo
760 Janice Wakefield
760 Tyler Southworth
759 Raquel Lord
759 Sergio Lanzas
758 Justin Barker
758 Diane Williams-Lewis

\$ 757 Diana Stone
757 Benjamin Bible
754 Walter Crouse
754 Asiguy Haugabook
754 Shauna Hannemann
750 Kelly Matthews
748 Cassidy Stock
747 Megan Barnett
746 Marta Munro
745 Ronald Knoedler
744 Lauren Mylett
743 Victoria Wippich
742 Marie Arthus
741 Kamara Smith
741 Eliot Cossio
703 Kimberly Blackford
703 Coral Ashe
702 Samia Rashwan
702 Robert Moore
701 Ricardo Garavito
699 Christopher Buttacavoli
699 Rochelle Weber
698 Luke Slotton
698 Gregory Popp
698 Danielle Diamond
697 Brenton Patterson
697 Belinda Rickles
697 Aaron Smith
697 Melinda Breeden
696 Derek Woo
696 Bianca Pena
695 Jason Pittmon
695 Ashley Harris
694 Eugene Warren
693 Arthur Trost
693 Jamell Ramsay
693 Sergio Joaquin Haro
693 Amie McCracken
693 Amanda Dickinson
692 Sashia Veerman
692 Mia Mitchell
691 Clayton Bonner
691 Dillon Goldman
691 Jamie Williamson
690 Tearra Arrington
690 Soraja Hodzic
690 Emilie Kilpatrick
689 Emmanuel Fedna
688 Jeremy Cutlip
688 Bryan Hip-Kam
687 Hye Yun
687 Brittany Anderson
686 Dominick Arduino
686 Hayden Holstine
685 Attar Chalif
685 Heather Berg
685 Dalila Landeros
685 Karen Gates
685 Timothy Chandler
685 Krystal Townsend
684 Michael McGoon
684 Karen Jaquez
683 Kaylea Adkins
683 Yairaniz Figueroa-Ruiz
681 Tanner Guy
681 Michelle Long
681 Christopher Limas
681 Jarrod Hebert
680 Soonalote Taogaga
680 Anna Ward
678 Jennifer Jaikes
677 Greyson Thomas
677 Lindsey Whitehurst
677 James P Johnson
676 James Davis
676 Betty Fox
676 Juan Olvera
675 Mark Adelman
675 Michael Davis
674 Marcus Thomas
674 Jeffrey Kinsel

\$ 710 Benjamin Baker
710 Zackary Donatiello
709 Ana Havea
709 Adria Green
707 Jared Moffat
707 Phillip Tenahu
706 Luis Guevara
705 Beatriz Chacon Huizar
705 Jeanne Santos
705 Jean Guillory
705 Mark Glazer
705 Lavrielle Hawkins
704 Brett Neal
703 Jonathon Garcia
703 Kimberly Blackford
703 Kelly Rowlette
702 Samia Rashwan
702 Robert Moore
701 Ricardo Garavito
699 Christopher Buttacavoli
699 Rochelle Weber
698 Luke Slotton
698 Gregory Popp
698 Danielle Diamond
697 Brenton Patterson
697 Belinda Rickles
697 Aaron Smith
697 Melinda Breeden
696 Derek Woo
696 Bianca Pena
695 Jason Pittmon
695 Ashley Harris
694 Eugene Warren
693 Arthur Trost
693 Jamell Ramsay
693 Sergio Joaquin Haro
693 Amie McCracken
693 Amanda Dickinson
692 Sashia Veerman
692 Mia Mitchell
691 Clayton Bonner
691 Dillon Goldman
691 Jamie Williamson
690 Tearra Arrington
690 Soraja Hodzic
690 Emilie Kilpatrick
689 Emmanuel Fedna
688 Jeremy Cutlip
688 Bryan Hip-Kam
687 Hye Yun
687 Brittany Anderson
686 Dominick Arduino
686 Hayden Holstine
685 Attar Chalif
685 Heather Berg
685 Dalila Landeros
685 Karen Gates
685 Timothy Chandler
685 Krystal Townsend
684 Michael McGoon
684 Karen Jaquez
683 Kaylea Adkins
683 Yairaniz Figueroa-Ruiz
681 Tanner Guy
681 Michelle Long
681 Christopher Limas
681 Jarrod Hebert
680 Soonalote Taogaga
680 Anna Ward
678 Jennifer Jaikes
677 Greyson Thomas
677 Lindsey Whitehurst
677 James P Johnson
676 James Davis
676 Betty Fox
676 Juan Olvera
675 Mark Adelman
675 Michael Davis
674 Marcus Thomas
674 Jeffrey Kinsel



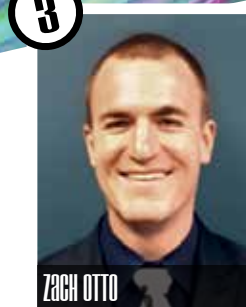


\$ 674 Isabel Hernandez
674 Serena Johnson
673 Tameka Robertson
672 Harold Suarez
672 Michael Russin
672 Ieshia Barnes
672 Nnamdi Chikezie
671 Jacqueline LaBlanc
671 Collins Appiah
671 Nicholas Martin
670 Monet Harris
669 George Edgell
669 Subrina Husser
668 Jesse Wise
668 Hannah Amoah
667 Jennifer Young
667 Maren Conway
667 Jacqueline Donald
666 Tetyana Didyk
665 Edgar Irizarry
665 Carlos Aguado
665 Kathryn Fell
664 Todd Shelby
664 Briana Cooper
663 Stefan Johannsson
662 Stephanie Devos
661 Calvin Shaw
661 Victoria Varney
661 Mary Hyatt
660 Bradley Keller
659 William Doborowicz
658 Ashley Harris
658 Jahlil Sunrise
658 Stacy Davis
657 Bobby Beasley
657 Richard Drew
657 Iman Chehli
655 Christopher DiMarco
655 Alexander Shpirt
655 Brenda Parker
654 Jonathan Giaco
654 James Flores
651 Konrad Jachym
651 Ivoni Fuimaono
651 Michael Smith
651 Ashley Traffie
650 Emmanuel Williams
650 Rafi Nawabi
650 Karen Burg
648 Bradley Smith
648 Chantel Floyd
647 Richard Spensley
647 John Perry
647 Mario Craig
647 Scott Hannon
646 Nichole Peters
646 Clavel Lazarre
646 Steven Heikkinen
645 Kristen Taylor
645 Jason Dein
645 Kristi Tripp
644 Brett Van Effen
642 Phillip Thomas
642 Donyell McKinney
641 Jeremy Rivers
641 Rhonda Boucher
641 Nicole Voogd
640 Susan Morrison
639 Christopher Coppage
638 Stephanie Brandt
636 Victor Goodman
635 Rebecca Konecny
634 Barry Tucker
634 Nathan Cole
634 John Williams
634 Nathan Simpson
633 Kurt Lagorio
633 Narcis Buncianu

\$ 632 Tiffany Fallow
632 Ernest Fernandez
632 Patrick O'Malley
632 James Watkins
631 Thomas Pepper
629 Reina Torres
629 Isabelle Laraque
628 Tonia Reaves
628 Christopher Pabon
627 Ethan Oftedahl
627 Latia Stanley
626 Jean Jean
626 Max Nozek
625 Kofi Adusei
625 Brian Reynolds
625 Conor Bennett
624 Lindzy Egan
624 Dawn Benoit
624 Susan daCruz
624 Jamie Van Quathem
622 Marvin Hossenlopp
622 James Tolley
621 Samer Musleh
621 Briana Cooper
620 Nicole Storey
620 Andrielle Peon
620 Ilaisaane Garrett
620 Freddie Donaldson
620 Taylorr Nathaniel
619 Kevin Daily
619 Corey Moore
619 Christina Kusuma
619 Del Roule
619 Melanie McKee
618 Danielle Morgan
617 Fatima Pina
617 Kainoa Jensen
616 Lindsey Arthur
616 Jeremy Engrav
616 Cory Reuzenaar
615 Christine Manchisi
615 Ronald Howard
614 Arnold Iacoviello
614 Derek Coleman
613 Corlis Davis
613 Michael Oluajeigbe
613 Desarae Freeman
613 Rachel Lively
612 Amanda Bryan
612 Joanna Hansen
610 Tokie-Sanchez Gathright
610 Shayla Williamson
610 Kristin Cesarz
609 Stefan Rajaram
609 Rhiannon Cheeks
609 Saundia Merino
609 AngelaMarie Sapp
608 Moises Zaldivar
608 Igwe Nwagwu
607 Julie Greene
606 Martin Miller
606 Ronal Allen-Koller
606 Christopher Clark
606 Christina Burns
605 Marquinn Steven
605 Christopher Visnesky
604 Eric Harvey
604 Kristopher Storm
603 Myriatha Daniels
602 Tavaris Douglas
602 Michael Stelly
602 Katherine Schwillk
601 Jennifer Dettmann
601 Kevin Gillum
601 Brittany Holtz
601 Charles Silverman
601 Lucia Fajtele
600 Herivelto Pereira
600 Evania Goodman
599 Noli Alea

\$ 598 Christopher Dunlap
598 Houda Legesai
598 Danita Clemons
597 Mollie Uphoff
597 Natalie Gimalski
596 Jordan McDaniel
596 Jimmy Sidor
596 Octavia Kong
596 Byron Bishop
595 Austin Holzer
595 Ryan Marsh
595 Sarah Madro
594 Carlyn Harbour
594 Paiton Naquin
593 Juan Pittman
593 David Camilo
593 Jerrell Powell
593 Celisa Campbell
592 Natasha Humphries
592 Edmund Leddy
592 Scott Golembiewski
591 Ronald Jones
591 Karina Vernon
591 Alex Castro
591 John Bowling
591 Randi Newman
589 Mihaila Nedkova
588 Chelsea Engelhard
588 Elaine Wells
588 Nicholas MaCaskill
619 Corey Moore
619 Christina Kusuma
619 Del Roule
619 Melanie McKee
618 Danielle Morgan
617 Fatima Pina
617 Kainoa Jensen
616 Lindsey Arthur
616 Jeremy Engrav
616 Cory Reuzenaar
615 Christine Manchisi
615 Ronald Howard
614 Arnold Iacoviello
614 Derek Coleman
613 Corlis Davis
613 Michael Oluajeigbe
613 Desarae Freeman
613 Rachel Lively
612 Amanda Bryan
612 Joanna Hansen
610 Tokie-Sanchez Gathright
610 Shayla Williamson
610 Kristin Cesarz
609 Stefan Rajaram
609 Rhiannon Cheeks
609 Saundia Merino
609 AngelaMarie Sapp
608 Moises Zaldivar
608 Igwe Nwagwu
607 Julie Greene
606 Martin Miller
606 Ronal Allen-Koller
606 Christopher Clark
606 Christina Burns
605 Marquinn Steven
605 Christopher Visnesky
604 Eric Harvey
604 Kristopher Storm
603 Myriatha Daniels
602 Tavaris Douglas
602 Michael Stelly
602 Katherine Schwillk
601 Jennifer Dettmann
601 Kevin Gillum
601 Brittany Holtz
601 Charles Silverman
601 Lucia Fajtele
600 Herivelto Pereira
600 Evania Goodman
599 Noli Alea

\$ 588 Christopher Dunlap
588 Houda Legesai
588 Danita Clemons
597 Mollie Uphoff
597 Natalie Gimalski
596 Jordan McDaniel
596 Jimmy Sidor
596 Octavia Kong
596 Byron Bishop
595 Austin Holzer
595 Ryan Marsh
595 Sarah Madro
594 Carlyn Harbour
594 Paiton Naquin
593 Juan Pittman
593 David Camilo
593 Jerrell Powell
593 Celisa Campbell
592 Natasha Humphries
592 Edmund Leddy
592 Scott Golembiewski
591 Ronald Jones
591 Karina Vernon
591 Alex Castro

LEADERSHIP BONUS






1	2	3	4	5
				
\$62,229 Sabrina Lloyd	\$59,558 Imran Satti	\$43,372 Sabrina Lloyd	\$39,026 Surace-Smith	\$36,111 Zachary Hart

JUNE BONUS LEADERS | PAYOUT: **\$2,272,472** | QUALIFIERS: **594**

- | | | | | | |
|--|--|---|--|--|---|
| <ul style="list-style-type: none"> \$ 62,229 Marian Sertler 59,558 Robert Kanaan 43,372 Zach Otto 39,026 Marc Salvaggi 36,111 Joshua Dishong 31,990 Matthew Diulus 31,886 Patrick Bendure 31,010 Andy Sertler 28,672 Ryan Fickert 27,828 Nicholas Moore 27,105 Bobby Szwaja 24,626 Daniel Hartwig 20,863 Doreen Ryan-Foti 20,144 David Wang 19,224 Jonathan Emura 19,192 Aaron McLean 18,890 Michael Clemente 18,393 Scott Wheeler 18,381 Richard Mansfield 18,067 Joshua Krueger 18,067 Ernest Powell 17,897 Justin Adams 17,877 Atta Saleh 17,580 Robert Smith 16,990 Matthew Parks 16,227 Morgan Lobello 15,658 Mohammed Moalawi 14,786 Dan Ikei 14,767 Harold Durana 14,572 Avi Kauderer 14,384 Bobby Gujral 14,373 Levar Morgan 14,299 Sara Vaz 14,276 Andre McCallum 13,610 Thomas Vena 13,468 Melinda-Rae Lyse 13,440 Jordan Chalom 12,963 Christopher Akins 12,961 Ryan Wilson 12,929 Ryan Stenglein 12,885 Jesse Doherty 12,821 Blake Higuchi | <ul style="list-style-type: none"> \$ 12,772 Charles Ferrari 12,688 Jake Yagjian 12,406 Steve Svendsen 12,212 Gregory Graham 12,153 Reynolds Akuamoa 12,012 Britton Costa 11,837 Shahab Mahdavejad 11,640 John M McGrath 11,449 Casey Kunash 11,418 Joshua Olin 11,200 Steven King 10,880 Brandon Summerton 10,664 Brandon Summerton 10,553 David Guzman 10,505 Taylor Black 10,248 Richard Otto 10,244 Jimmy Tchen 10,238 Jonni Ng 10,169 Corey Helly 10,065 Evan Holzhauser 10,057 Holly Lacey 10,054 Kody Kramme 9,993 John Nieves 9,572 Sokol Fazliu 9,499 Sean Velasquez 9,448 Christopher Bentley 9,374 Alon Fischer 9,289 Joshua Rush 9,117 Ryan McIntosh 9,046 Gevorg Yanukyan 8,824 Johnny Ly 8,819 Adeyemi Akinade 8,682 Ofa Tupouniua 8,565 Rodney Ward 8,522 Steve Bryant 8,342 Evan Donoghue 8,254 Joy Vann-Austin 8,188 Syed Quadri 8,186 Joshua Jackson 8,183 Matthew Conrad 8,127 Mark Dombrowski 8,042 Erez Shabtay | <ul style="list-style-type: none"> \$ 7,988 Marisa Willgruber 7,934 Nicholas Scordos 7,662 John Conard 7,633 Juan Olvera 7,579 Craig Ebinger 7,432 Mike Lade 7,383 Richmond Gerrish 7,363 Mark Hileman 7,357 Amr Shater 7,336 Jameetri Washington 7,265 Brandon Teter 7,059 Nasr Quadri 6,942 Rafi Nawabi 6,920 Samuel Cohen 6,760 Andre Hawthorne 6,746 Richard Dyer 6,693 Brian Gilmore 6,652 Jeffery Thiel 6,622 Dustin Dunlap 6,596 Deana Plaster 6,594 Andrew Wilson 6,486 Troy Plummer 6,482 Beau Locker 6,431 Darrell Asbell 6,368 Chad Potts 6,349 Monica Brown 6,233 Chris La Fond 6,224 Rita Haidinger 6,199 Patricia Cicerale 6,169 Michael Gerstein 6,130 AshLynn Orng 6,121 Roger Fung 6,073 Andrew McQuade 6,062 George O'Shea 5,998 Cara DeFiore 5,989 Nicholas Lorence 5,959 Jason Bratin 5,919 Michael Stuver 5,878 Tom Weller 5,843 Philip Roffi 5,822 Dominic Telymonde 5,788 Patrick Knouse | <ul style="list-style-type: none"> \$ 5,716 Patrick Rieger 5,677 Kade Beck 5,618 Gabriela Sime 5,487 Craig Strompf 5,475 Stephen Jeung 5,451 Gary Slocum 5,278 Lamar Livingston 5,256 Tucker Gregor 5,235 Amr Shater 5,230 Kerlens LaRose 5,186 Hussain Mir 5,170 Mark Beckford 5,169 Jasmin Gallaga 5,166 Brent Bowling 5,165 Elizabeth Chilson 5,120 Stephanie Kell 5,098 Timothy Wilson 5,091 Fritznel Octave 5,085 Brian Zuzick 5,075 Cassandra Cantner 5,019 Carlos Arballo 4,913 Patrick Guthrie 4,904 Anita Ferris 4,890 Ashley Wrenning 4,845 Duni Olusegun 4,839 Brandon Minor 4,814 Susan Bedrossian 4,783 Cleopatra Sola 4,769 Nacole Newbold 4,638 Martyna Duda-Pasieka 4,571 Patrick Duray 4,530 Alex Roland 4,509 Michael Laramie 4,454 Pablo De La Cruz 4,426 Andre Bent 4,399 Tyler McKnight 4,389 London Burnett 4,346 Christina Meyer 4,288 Devon Chapman 4,255 Joseph Kanaan 4,218 Paul Samra 4,208 Angela Landry | <ul style="list-style-type: none"> \$ 4,201 Allen Watson 4,198 Jinelly Urena 4,197 Michael C Williams 4,149 Michael Musso 4,111 Andrew Wagner 4,040 Carrie Hammer 4,032 Mark Kukielski 4,002 Stephanie Lovins 3,987 Stephen Giddens 3,866 Ricardo Subero 3,788 Patrick Stenglein 3,747 Julianne Scavo 3,730 Steven Warner 3,696 Glenn Martin 3,650 Darcy Schriber 3,648 Jessica Santamarina 3,641 Jessica Wilhite 3,520 Asiguy Haugabook 3,509 Robert Park 3,377 Jesse Spencer 3,361 Joshua West 3,291 Trevor Mayer 3,276 Aaron Haynes 3,276 London Nelson 3,270 Nicole Sanders 3,268 Alix Albright 3,220 Matthew Cessna 3,199 Jean Joseph 3,191 Corey Hallam 3,122 Jonathan Jones 3,088 Darren Miller 3,066 Derrick Coates 3,048 Gregory Sampat 3,033 Jeffrey Hall 2,998 Edford Banuel 2,970 Joshua Rausser 2,913 Herman Fennell 2,859 Carrie Padgett 2,857 Magda Figueiredo 2,843 Grant Myers 2,804 Nicholas Walsh 2,801 Benito Menchaca | <ul style="list-style-type: none"> \$ 2,768 Natalie Linker 2,721 Dustin Dunbar 2,703 Matthew Turnquist 2,701 Bobby Gujral 2,692 Kelly Ekker 2,681 Frank Cordaro 2,680 Ala Awad 2,667 Charley Forshee 2,653 Derek Foore 2,604 Scott Montgomery 2,539 William Robinson 2,514 Mack Doby 2,505 Jon Gelhorn 2,498 Andrew Chambers 2,447 Travis Stucki 2,430 Paul Zuzick 2,425 Aziz Farsakh 2,422 Lisa Richardson 2,412 Shai Mate 2,410 I-Perfection Harris 2,396 Christopher Clark 2,334 Alifonzo W Garcia 2,323 Rachel Gallagher 2,303 Austin W Smith 2,293 Jamie Winters 2,284 DeAnthony Hartman 2,273 Menno Glick 2,266 Andrew Aaron 2,260 Marco Camire 2,237 Cole Maisonneuve 2,214 Paul Smith 2,210 Liam Flaherty 2,204 Brian Thai 2,151 Michael Williams Jr 2,145 Mahadai Kryshundayal 2,142 Melne Hughes 2,104 Jason Lee 2,102 Jamil Harris 2,092 George Taramas 2,022 Jonathan Black 1,991 Diego Chavez Arcia 1,991 John McDougald |
|--|--|---|--|--|---|

- | | | | | | |
|--|---|--|---|---|--|
| <ul style="list-style-type: none"> \$ 1,991 Robert Biser 1,982 Andy Dorf 1,938 Erica Fitzsimmons 1,914 Calvin Irving 1,901 Michael Denton 1,860 Michael Cirelli 1,843 Duane Shaw 1,839 Noel Rose 1,824 Daniel Walton 1,810 Jenna Gula 1,798 Troy Williams 1,754 Martha Zelaya 1,749 Kelvin Fernandez 1,736 Anacleto Arevalo 1,736 Timothy Bugge 1,732 Nathan Doyle 1,696 Steven Rios 1,683 Jason Cox 1,680 Alma Lozano 1,652 Jessica Napiza 1,650 Ernest Powell 1,641 Bonnie Dupre 1,612 Justin Diaz 1,578 Ryan Tomajcik 1,569 Casey Finley | <ul style="list-style-type: none"> \$ 1,556 Jordan Barron 1,546 Richard Gaffney 1,544 Mike Paragiou 1,536 Bryan Juskiw 1,536 Shome Brown 1,475 Carlo Buhay 1,461 Mia Mitchell 1,447 Diego Chavez Arcia 1,431 Micah Focken 1,411 Matthew Kurey 1,410 Minh Phung 1,382 Donte Grant 1,379 Evron Simon 1,377 David Rigney 1,376 Kasali Kotun 1,368 Lori Dacyk 1,354 Cristina Fox 1,345 Vincent Meyer 1,337 Eric Thompson 1,329 Elyse Bryan 1,329 Laura Frew 1,324 Arlene Robichaux 1,322 Jeffrey Gilliana 1,304 Jordan Reinhold 1,300 Derron Alexander | <ul style="list-style-type: none"> \$ 1,292 Victor Agurto 1,283 Nathan Hunt 1,277 Sarah Gilmore 1,272 Francis Ingulli 1,262 Jordan Kness 1,260 Michael Tribbitt 1,248 Alexandra Berberich 1,221 Jesse Benwell 1,174 Shawn Lewicki 1,160 Pamela Randle 1,155 Anthony Theriault 1,147 Lynn Jenkins 1,145 Michael Coulthard 1,127 Ariel Demesa 1,116 Derren Chapman 1,108 Clint Uwaine 1,105 Daniel Dunham 1,105 Matthew Dawson 1,102 Omar Torres 1,102 Christopher McFoy 1,076 Nicholas Lasala 1,072 Viyarath Vongprachanh 1,051 Darrin Roberts 1,032 Hyunchul Chung 991 Danielle Morales | <ul style="list-style-type: none"> \$ 985 Ashley Rust 970 Julia Loboda 959 Sheila Downey 955 Tyler Worstell 953 Min Jiang 931 Nicki Griffiths 923 James Winfield 915 Arthur McIntyre 910 Meghan Modrak 898 Michael Shaba 888 Samantha Ralston 882 Ruben Santillana 874 Kristina Moore 872 Edy Haddad 852 Aaron Voege 840 Richard Johnson 830 Jorge Guerra 822 Nikolas Moreschi 806 Omar Torres 797 Richard Jones 797 Karen Mosley 790 Shalom Chaimov 788 Sonia Tyner 788 Michael Dean 787 Daniel Perkins | <ul style="list-style-type: none"> \$ 785 Joel Braggs 783 Arien Seemann 769 Peter Gabranski 762 Thomas Longino 762 Timothy Penso 761 Sina Heak 759 Bill Myatt 752 Christine DiSanto 752 Jennifer Jantzen 746 Jeramey Pitman 741 Tonya Bailey 739 David Hefflin 734 Joshua Crisp 723 Jason von Rosenberg 719 Mary-Delores Ayarzagoitia 717 Barbara Seyoum 704 Rhiannon Cheeks 695 Marmin Alea 692 Ryan Orloski 690 Lesina Ah Sue 685 Scott Sonnenberg 678 Alexandra Graham 664 Christopher Bennett 659 Bilal Farsakh 616 Amber Dregalla | <ul style="list-style-type: none"> \$ 599 James Jones 594 Heulett Suggs 592 Ryan Trimble 592 Ransye Vazquez 588 John Sparby 583 Roberto Navarro 571 Daniel Clemons 556 Mandy Johnson 555 Vance Rountree 548 Samantha Sliger 547 Phillip Waisman 547 Brenton Franklin 544 Edwin Rodriguez 544 Dane Harnack 542 Michael Hinojosa 539 Omar Billy 536 Jacob Vargas 534 Timothy Watson 523 Rayleen Kama 513 Yuriy Kosovan |
|--|---|--|---|---|--|

REINSTATEMENT BONUS


1	2	3	4	5
				
\$2,884 Don Foti	\$1,681 Sabrina Lloyd	\$1,676 Simon Arias	\$1,532 Theodore Pappas	\$1,399 Surace-Smith

JUNE BONUS LEADERS | PAYOUT: **\$54,491** | QUALIFIERS: **165**

- | | | | | | |
|---|---|---|--|---|---|
| <ul style="list-style-type: none"> \$ 2,884 Sami Mogannam 1,681 Nicholas Gasparro 1,676 Joseph Faisant 1,532 Dason Phaul 1,399 Bradley Weigand 1,331 Maurice Baritz | <ul style="list-style-type: none"> \$ 1,205 Dianne Dedick 1,121 Cody Toth 1,097 John Adams 1,007 Mitchell Look 914 Michele Young 884 Erez Shabtay | <ul style="list-style-type: none"> \$ 800 Corey LaVigne 799 Anna Senra 796 Lenora Blackstone 762 Christiana Boulligny 737 Scott Dillingham 728 Lindsey Dettwiller | <ul style="list-style-type: none"> \$ 725 Linda White 701 Bryan Czajkowski 692 Ryan Vopat 685 Maria Ramirez 660 Glyn Hurst 657 Odilia Gouliart | <ul style="list-style-type: none"> \$ 641 Andrea Yee 640 Faith Jones 631 Carlo Bonifazi 621 Rodney Ward 619 Djenabou Diallo 617 Fabian Aniekwensi | <ul style="list-style-type: none"> \$ 602 Suzette Mangol 580 Dinah Cavthorne 568 Anthony Estes 541 Richard Walus 538 Nadezhda Vitchev 528 Danette St Marthe |
|---|---|---|--|---|---|


SA/GA DIRECT CODE FIELD TRAINING BONUS

1




ROBERT BISER
\$15,776
Zachary Hart

2



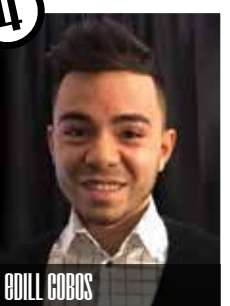
PATRYCJA GRUDZINSKA
\$10,765
Sabrina Lloyd

3




ALEX NORMANDEAU
\$7,721
Imran Satti

4



EDILL COBOS
\$7,655
Sabrina Lloyd

5



AZAR AFRIAN
\$5,498
Zachary Hart

JUNE BONUS LEADERS | PAYOUT: \$720,336 | QUALIFIERS: 752

<p>\$ 15,776 Robert Biser 10,765 Patrycja Grudzinska 7,721 Alex Normandeau 7,655 Edill Cobos 5,498 Azar Afrian 5,278 Natalia Tatkovska 5,176 Christina McGregor 5,100 Alix Albright 5,053 Eric Snyder 5,045 Brenda Fox 4,943 Tad Teeters 4,844 Eric Thompson 4,757 Tabitha Witherell 4,532 Jesse Benwell 4,499 Joshua Garrison 4,465 Meghan Harris 4,445 Phillip Waisman 4,313 Joseph Kanaan 4,276 Omar Torres 4,243 Zoltan Krecsko 4,197 Ranjana Chopra 4,185 Frank Rodriguez 4,126 Waleah Salah 3,721 Yuriy Kosovan 3,719 Nacole Newbold 3,686 Derek Foore 3,675 Angeleena O'Hearn 3,663 Holly Lacey 3,590 Mark Dominguez 3,571 Christopher Bennett 3,564 Martyna Duda-Pasieka 3,548 Andres Liranzo 3,480 Tyler Worstell 3,339 Dylan White 3,312 Dane Harnack 3,227 Alejandro Pineda 3,165 Geri Hedrick 3,138 Leonel Lazzano 3,138 Bonnie Dupre 3,101 Eric Peyton</p>	<p>\$ 3,058 Zonia Ramirez 3,011 Andrew Hynan 2,995 Shaefer Pacada 2,986 Timothy Penso 2,948 Krystian Drozd 2,944 Tonya Bailey 2,934 Frank Cordaro 2,856 Joel Nunez 2,847 Ruben Santillana 2,845 Jamie Winters 2,833 Lindsey Dettwiller 2,830 Scott Ross 2,790 Kiah Bryant 2,782 Alexandra Graham 2,718 Aziz Farsakh 2,644 James Sherwood 2,588 Svyatoslav Stefanushyn 2,575 Bryant Rayford 2,539 Kascey Williamson 2,522 Asad Ahmed 2,512 Jeffrey Gilliana 2,490 Victor Agurto 2,464 Matthew Kurey 2,453 Taylor Foster 2,436 Christopher Bungay 2,330 Anita Przybylowicz 2,300 Luckey Boston 2,260 Jesus Parra 2,227 Aaron McEntire 2,216 Lucan Schmidt 2,178 Matt McBride 2,139 Megan Johnson 2,131 Katherine Goben 2,122 Matthew Cessna 2,088 Amber Dregalla 2,080 Max Nozek 2,071 Joshua Miker 2,051 Vincent Campana 2,045 Timothy Bugge 2,045 Paul Smith</p>	<p>\$ 2,044 Christopher Gray 2,038 George Connell 2,037 Aliesha Stone 2,018 Angeliq Piquion 2,009 Jacob Vargas 1,960 Kelvin Fernandez 1,958 Jennifer Bettis 1,957 Ashley Rust 1,910 Robert Novotne 1,893 Sarah Whiting 1,890 Nedal Kawash 1,870 Ryan Orloski 1,856 Diyee Washington 1,855 Joel Trask 1,845 Ray Salmon 1,844 Man Tak Tong 1,837 Matthew Dawson 1,833 Nathalie Kanzki 1,828 Shai Mate 1,796 Austin A Smith 1,778 Candice Rezzo 1,772 Daniel Dunham 1,758 Thomas Longino 1,758 Victoria Gonzales 1,751 Heather Berg 1,744 Alexander Johnston 1,729 Bryan Juskiw 1,725 Orby Parra 1,723 Glenn Arakawa 1,722 Sarah Gilmore 1,717 Nathan Hunt 1,712 Peter Gabranski 1,704 Ronald Jones 1,698 Gerrit Stephens 1,695 Ashley Wenning 1,689 Jacob Davis 1,687 Jason Lee 1,673 Georjeta Yeargean 1,672 Marysa Maggio 1,667 Ariel Demesa</p>	<p>\$ 1,664 Brian Wallace 1,650 Karen Mosley 1,649 Emily Brunner 1,631 James Buch 1,631 Bradley Wu 1,624 Craig Deeken 1,621 Phillip Jenkins 1,616 Kassandra Perez 1,616 Dexter Phillip 1,597 Paul Campbell 1,593 Jaclyn Finafrock 1,584 Sina Heak 1,584 Debra Small 1,572 Erna Gasanin 1,571 Daniel LaFontaine 1,556 Ronald Kutruff 1,552 John Lavender 1,548 Dylan Klotz 1,537 John DeBellis 1,532 Evron Simon 1,513 Marcus Moody 1,505 Arien Seemann 1,500 Michael Sweeney 1,494 Maurice Coleman 1,484 James Jones 1,470 Rachel Gallagher 1,462 Christopher Stevens 1,459 Johnny Ramos 1,439 Morgan Mays 1,435 Karima Hartani 1,434 Tanya Dodson 1,431 Jocelyn Bolito 1,424 Abraham Weissman 1,421 Roger Rau 1,415 Jimez Parker 1,414 Jasmin Gallaga 1,408 Justin Barker 1,395 Brenton Franklin 1,393 Alex Paguio 1,391 Francis Ingulli</p>	<p>\$ 1,388 Andrew Maxey 1,383 Edwin Rodriguez 1,379 Jorge Guerra 1,373 Marcus Piccirilli 1,372 Michelle Seaman 1,359 Michael Russo 1,356 Michael Buckelew 1,347 Julia Loboda 1,344 Rachel Mesnard 1,344 Shanita Ellmers 1,342 Jason von Rosenberg 1,341 Chloe Senia 1,335 Christopher Tricarico 1,333 Kyle Alden 1,326 Alexandra Berberich 1,314 Kassandra Perez 1,313 Eric Watson 1,312 Jeramey Pitman 1,312 Ericka Martinez 1,310 Robert Drake 1,307 Daryl Graham 1,305 Andy Dorf 1,304 Suzette Mangol 1,301 Jenny Alvarez 1,297 Phillip Munsey 1,277 Timothy Watson 1,274 Brent Bowling 1,263 Justine Dennis 1,259 Jennifer Reed 1,256 Carlo Buhay 1,253 Jeffrey Hall 1,247 Jahlil Sunrise 1,243 James Frese 1,233 Kirsten Watkins 1,227 Sanyo Galloway 1,225 Belaid Belkaid 1,220 Joshua Crisp 1,218 Martha Garcia 1,218 Milan Sharma 1,211 Daniel Walton</p>	<p>\$ 1,206 Jordan Arcuri 1,204 Jacob Mohnke 1,193 Timothy Moody 1,188 Sara Kamalvand 1,180 Sarah Horner 1,168 Matthew Pengtakoon 1,152 Stuart Pagan 1,149 Spencer Simmons 1,149 Danielle Morales 1,141 Tiffney Harmouche 1,138 Jonathan Black 1,137 Colin Bryant 1,126 Akasha Trujillo 1,125 Saul Lopez 1,105 Alma Lozano 1,103 Christopher Muraca 1,102 Oleg Novitchii 1,097 Robin Wissmann 1,095 Danielle LaBarbera 1,095 Brenda Goff 1,090 Paul Torman 1,075 Randall Green 1,072 Gurjot Benipal 1,069 William Hart 1,067 Allan Ciliez-Martinez 1,056 Wilfrido Martinez 1,056 Ryan Beuc 1,052 Min Jiang 1,051 Michael Botond 1,035 Emma Sermos 1,035 Hyunchul Chung 1,034 Ricardo Alanis 1,027 Michael Coulthard 1,022 Jessica Napiza 1,021 Terrence Smith 1,016 Cristina Fox 1,009 Richard Gaffney 1,007 Garrett Shelton 1,004 David Lawrence 993 Corey Clayton</p>	<p>\$ 865 Ryan Hillman 862 Jesus Tolentino 861 Cory Mulherin 859 Maryna Semenova 858 Komo Davis 850 Matthew Castelli 850 Tessie Miya 844 Tiffany McGraw-Legere 844 Robin Gonzalez 838 Richard Jones 835 Raymond Mazzella 833 Victoria Perea 833 Cameron Stanley 828 Michael Stelly 819 Sean Walsh 818 Peter Cappuccio 817 Glenn Martin 817 Stephanie Brown 814 Sheryl Philippe 812 Mireya Lopez 804 Victoria Varney 802 Skylar Chauvin 801 Janet Ramirez 799 Rebyka Watson 794 Pablo Zetina 793 Rafael Kajatt 792 Brody Maughan-Evanson 775 Lynn Jenkins 772 Timothy Chandler 770 Lindsay Walker</p>	<p>\$ 769 Travis White 768 Shawn Lewicki 767 Phillip Hackney 763 Calvin Irving 763 Jordan Kness 760 Jason Ashline 759 Donte Grant 758 Alisha Hart 757 Michael Abney 752 Shannon Longcore 752 Fred Greenawalt 749 Richard Johnson 748 Marmin Alea 745 Moli Kaufusi 744 Lisa Bureson 742 Amr Shater 739 Liam Flaherty 733 Denis-Michael Catalano 728 Candice Anderson 724 Cassidy Stock 723 Thomas Dillon 723 Jonah Powell 723 David Romfoe 721 Todd Sowell 707 DeAnthony Hartman 704 Amanda South 702 Johana Fartouh 699 Christine Buchanan 691 Christopher Walsh 691 Raul Rojas</p>	<p>\$ 688 Shayla Williamson 686 Holly Bonhorst 686 Samuel Robertson 683 Curtis Henderson 680 Kay Pomroy 678 Scott Montgomery 678 Felipe Machado-Santanna 676 Yamid Mendoza Sanchez 671 Duane Shaw 670 Craig Mitchell 661 Brandon Denesiuk 658 Vanessa Ventura-Sandoval 656 Roberto Navarro 654 Kurt Lagorio 652 Mike Paragiou 650 Heulett Suggs 650 Julie Carr 643 Travis Vandenberghe 637 Jacinta Leonardo 635 Pedro Lemos 634 Schuyler McCabe 633 Matthew Halbmaier 624 Aaron Dupras 622 Dean Gushi 622 Sam Chan 621 Mchel Helgeson 620 Scott Davison 619 Antonio Evans 617 Reuben Paygai 617 Stefan Johannsson</p>	<p>\$ 612 Kayla Hill 611 Vincent Meyer 588 Edy Haddad 585 Gregory Sampat 584 Dwayne Gomez 581 Casey Finley 575 Kailey Gillen 575 Suzanne McRoberts 574 Bernard Ballou 573 George Taramas 573 Elvis Durakovic 571 Mandale Tolefree 570 Evan Cross 570 Jadelene Welty 560 Matthew Rogers 560 Meghan Modrak 559 Kristen Brown 557 Karen Lamey 555 Brooklyn Burrell 554 Nathan Doyle 554 Taylor Natale 554 Badr Elkousy 554 Mahadai Kryshundayal 554 Darrin Roberts 553 Thomas Huynh 547 Desarae Freeman 547 Micah Focken 545 Connie Arnould 544 Jennifer VanKerckvoorde 543 Rebecca Bonesteel</p>	<p>\$ 543 Heather Watts 542 Dalyn Quilausing 538 Toni Mussara 536 Toby Painter 535 Morgan Dennis 535 Daniel Gaviria-Velasquez 530 Nathan Grandell 528 Kimberly Tagliavia 527 Takiyah Smith 523 Nic Iagulli 520 William Barker 520 Catherine Flaherty 518 Jacob Carlson 517 Polina Philbin 517 Richard Pazak 516 Lauren Mezeul 515 Ricardo Garavito 515 Rachel Elfenbein 511 Matthew Miller 510 Cheetara Austin 502 Michael Novosel</p>
---	--	--	---	--	---	--	---	---	--	---

4 BONUS TOTAL: \$5,824,591

WORLD'S GREATEST
\$2,777,292

LEADERSHIP
\$2,272,472

REINSTATEMENT
\$54,491

SA/GA TRAINING
\$720,336

All qualifiers listed achieved at least \$500 in bonus totals

FOUNDERS CLUB

MILLION DOLLAR CLUB

June Qualifiers—
Outstanding Producers & PR Representatives:



Mike Sukhbaatar
Daniel Umbertone
14 Qualifications
\$137,693 Net ALP
91.2 RET



Michael van Delft
Imran Satti
8 Qualifications
\$110,617 Net ALP
90.5 RET



Muhammed Ashraf
Theodore Pappas
3 Qualifications
\$97,824 Net ALP
89.9 RET



Jordon Graham
Sabrina Lloyd
1 Qualifications
\$95,839 Net ALP
84.9 RET



Denis Snyder
Altig-Orlovic
1 Qualifications
\$66,070 Net ALP
83.5 RET



Brenda DiSomma
New Jersey
9 Qualifications
9,478 Cards



Lorena Barriere
Cohen-Cohen
Contracted 6/9/00
Qualified 6/30/16
\$1,001,282 Net ALP

Another champion, another milestone!
Each champion will receive a bonus of \$5,000 and the Million Dollar Club Award. Congratulations on your achievements!

DIRECTORS OF THE MONTH



Leaders growing leaders

Sales Director of the Month



Murray Horowitz

Murray had 44.42% growth over June of 2016.

PR Director of the Month



Jason Beckman

Jason is the Top Director for June 2016 with 102.53% Lead Growth.

President Steve Greer & SGA Durhon Oldham

PERSONAL RECRUITING: A DIFFERENT PERSPECTIVE



Steve Greer

President
AIL & NILICO

WHEN WE TALK ABOUT PERSONAL Recruiting in *Spotlight*, it's usually to remind you about the fantastic incentives the Company has in place to reward those who bring others to *Opportunity Unlimited*. There's a simple reason for the generous payouts tied to Personal Recruiting: it's worth it because Personal Recruiting works and works well. We are constantly amazed and gratified by the quality people who come to us through being personally recruited. On average, they stay longer and do better than recruits who come to us through other recruiting avenues. That's saying a lot.

But I'd like to address you today from the other side, which I am thoroughly qualified to do since I was personally recruited by my cousin — none other than legendary (some might say "notorious") SGA Durhon Oldham.

Conventional wisdom says that someone already in a stable, professional career with a big international corporation wouldn't be looking for opportunity outside their field of

expertise. For a long time, I wasn't. I was doing okay; maybe even better than okay. But there was definitely a ceiling. My career trajectory (or lack thereof) wasn't my own. Someone else determined what I made and how far I could go.

I watched as Durhon became more and more successful, more and more financially secure, but I had serious reservations about working for commission only. I had a wife who had stuck with me and toiled beside me during some pretty lean times. I wanted her and our kids to have the very best I could give them. But watching someone you know, trust, and admire experience a level of success you can barely imagine is certainly incentive to take a closer look. The chance to build a residual income and the opportunity to own my own business was certainly appealing.

The final straw, the ultimate enticement was watching as Durhon was able to retire his wife and build the most beautiful home I'd ever seen. I wanted that for my family. My family deserved that. Ultimately, my desire to do right by Dana and the kids outweighed my fear of change and the unknown.

I now feel not only a responsibility, but a real passion to at least make others aware of the opportunity. Nobody has to tell me to do it or pay me to do it. Chatting people up about what we do is an automatic thing and I'm sure at times a cause of embarrassment to my family.

I truly want for others to have the opportunities that I have been given. Of course, it's up to them whether they take advantage of it or not.

There is no way I could ever hope to thank Durhon enough for taking a chance on me. I know he's proud of me and the success of the many people he's brought to American Income and National Income. I feel the same way about people I've recruited.

Nothing compares to the satisfaction that comes from watching someone you brought aboard do well. There's nothing like watching them gain the ability to provide themselves and their family a lifestyle previously unavailable to them. Again, I am speaking from the experience of having personally recruited my best friend since the 8th grade (Mike Laramie, a top RGA) as well as my own dad (Kenny Greer, an MGA), and now sharing the good life with them.

And what better way to usher folks through the doors into *Opportunity Unlimited* than our upcoming National Career Night on September 12? Start making plans for an event that will truly show your Agency office's character and culture. This is gonna be epic!

I challenge you today to look beyond the obvious. Look beyond the incentives to the difference you can make, and the impact you can have on the lives of others. Pay it forward! You never know, the next Personal Recruit you bring to the Company may be its next President!



AMERICAN INCOME LIFE
NATIONAL INCOME LIFE
insurance companies



FIRST-CLASS MAIL
PRESORTED
U.S. POSTAGE
PAID
AMERICAN INCOME
LIFE 76710
PERMIT 3121

www.aillife.com Protecting Working Families

1200 Wooded Acres Drive
Waco, TX 76710

2017 CONVENTION
CANCÚN
MOON PALACE RESORT
MAY 18-21

CHECK OUT

DOLPHINARIS

Have an exciting encounter with trained dolphins and take home a memory you will never forget.

BUS RIDE: 13.1 KM /-8.1 MI

GET PREPARED FOR YOUR TRIP -

LEARN SPANISH!

DELFIN

SOUNDS LIKE: DEL-FEEN

DOLPHIN



FOR COMPLETE CONVENTION QUALIFICATIONS: WWW.AILIFE.COM/ARC/SPOTLIGHT.ASPX & WWW.NILIFE.COM/ARC/SPOTLIGHT.ASPX